



Connecticut
INDUSTRY
JULY 1955



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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.
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L. M. BINGHAM, Editor

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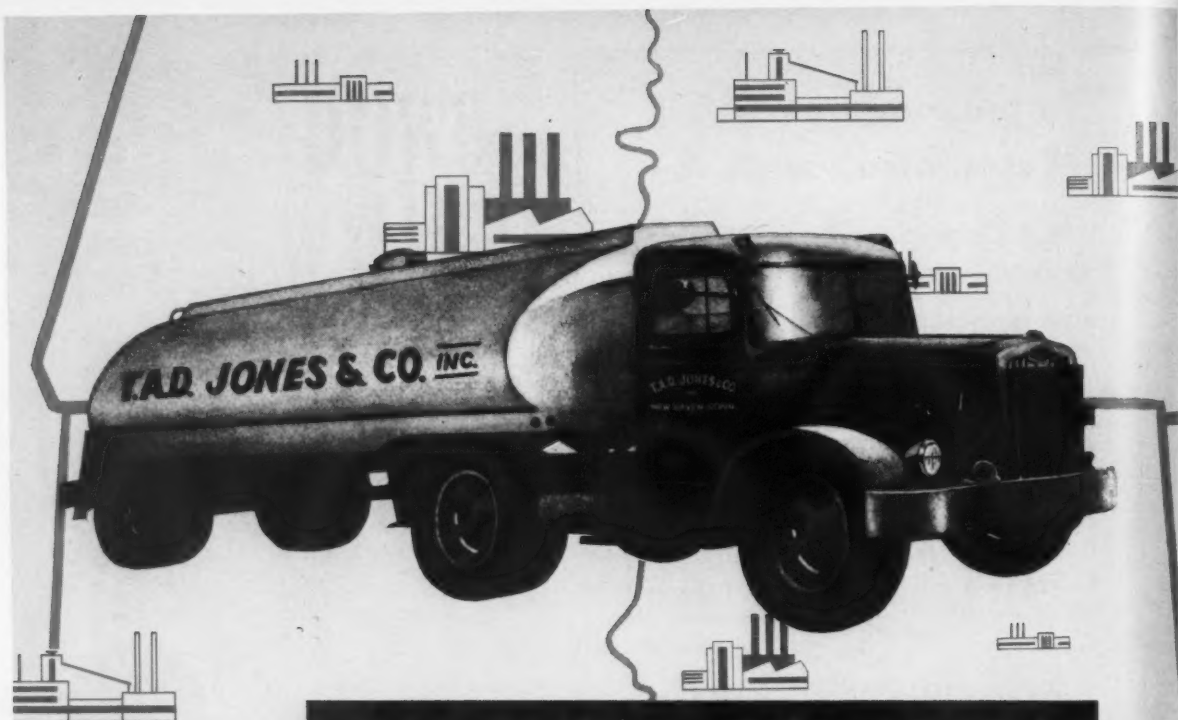
We've added emphasis to the color and to the type by setting it off with white space. Our advertisements in the Industry were award winners in the recent Hartford Ad Club show. The ideas are conceived by our staff, the layout and the art are done by our staff. Our staff can be your staff—our tricks, your tricks—and your ads and your direct mail will be read instead of being tossed into the waste-basket.

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DAVID vs GOLIATH

By JOHN E. HOLT, *President**

The Danielson Manufacturing Company

IT is difficult today to read through any periodical which deals with the industrial scene without finding an article devoted to the growth and increasing power of "Big Business". People from every walk of life, and every political persuasion, are airing their views and there is a preponderance of opinion that this modern business phenomenon is something to be deplored. The vast majority of reasons given can be lumped together as arising from a nebulous feeling that the existence of these industrial giants is, in some way, un-American.

It is not proposed in this article to become involved in an analysis of the impact of these giants upon the economy of our country. But let us consider the one claim that makes sense: That small business cannot hope to compete with big business with any assurance of survival.

Small business must admit that it cannot compete with some activities of big business. Certainly the type product which requires the research and development expense of a nylon or a transistor is beyond the resources of small business, but many a small Connecticut company is actively engaged in profitable ventures, thanks in large measure to the research scientists in the Laboratories of the duPont's and the A. T. & T's. And small business obviously cannot compete with those products which involve tremendous outlays in plant and machinery.

There are other much publicized "advantages" which big business commands: They have unlimited credit and can afford the very finest plants and equipment as they become available; they can purchase their raw material at the lowest possible prices; they can advertise on a nationwide basis, keeping their product before the public eye by every known medium; and they can pay high salaries to attract the best brains in the country.

With such an array of positive advantages it would appear that small business stands little chance of survival, but a closer look reveals that the very bigness, which many people fear, generates weaknesses which cancel out all the advantages big business may possess.

The purchase of a new machine involves the small business man in a major financial transaction. He is fully aware of the fact, however, that he cannot hope to remain in business with a factory full of antique equipment. Before spending his limited cash reserve, or going to the bank for a loan, he will scrutinize the features of the various tools available and when he acquires the one of his choice it will be treated with loving care. He will frequently decide that he can build a better machine himself. In many a small Connecticut factory can be found some of the most ingenious and most efficient tools in the world, all designed and built on the premises.

It is certainly true that big companies have a decided advantage when it comes to the purchase of raw material.

But by careful purchasing, intelligent provisioning, and by keeping a close watch for unnecessary waste, small business can often reduce the price differential to a point of little moment. Even in cases where material cannot be competitively purchased, the much lower overhead identified with small business will usually provide an advantageous overall cost.

For small business as well as big, money spent in advertising and sales promotion can bring handsome returns. But in many instances small business can depend for results upon the direct approach through its own representatives rather than a general approach to the public at large. As the area in which he markets his product is smaller, he can largely control his backlog of orders to suit his production capacity by ranging further afield. The big company with the nation for a market has no new fields to conquer.

In the final analysis, however, it is the human element which counts. When it comes to the field of personal relationship and cooperative effort, small business can win every time. The industrial giant can promise glittering rewards and security to those whom it wants for its brains, and offer high wages and good working conditions to those whom it wants for the operation of its machines, but fortunately a large segment of our population look beyond the immediate returns they receive for their services.

Those who plan and design and direct want freedom to express themselves. More and more younger executives are reaching the conclusion that to link their future with a small concern can bring fulfillment and richness of experience unhampered by protocol—and a home life where the grass is still green.

To those who work with their hands in a small firm comes the satisfaction, the pride, and the sense of achievement in being part of an organization which they feel to be theirs. Because they are not just numbers in a card file, but men who can see the results of their efforts going out the shipping room door, they rejoice when things go well and give of their utmost when things go wrong. When a firm becomes so big that it has to appoint a personnel manager to liaise between management and man, it has lost something of rare value. No large company can hope for the same loyalty and zeal which the small firm can obtain—and in the ultimate these qualities spell success in any undertaking.

Small business has nothing to fear from the industrial giants. Both have their very necessary places in the nations economy. The American industrialist, whether he be the head of a three man firm operating in a two car garage, or one of the pro-consuls of a mighty empire, has succeeded in giving the people of this country a way of life far beyond the young dreams of our parents. As we advance the opportunities increase, and the rewards become greater.

We, in this homeland of so many small industries, have nothing to fear. If we employ to the full our many advantages, ours will not be a fight for survival, but a friendly contest to obtain as large a share as possible of the fruits of a boundless prosperity.

*The author of this month's guest editorial, since graduation from Cornell has worked for both the Goliaths and the Davids—Rolls Royce, Breister & Co., Scovill Manufacturing and International Business Machines—before becoming treasurer and later president of the present "David size" Company. Besides being a director of MAC he is First Selectman of the Town of Hampton and former chairman of the Windham County Eisenhower Club. He is a 32nd degree Mason, and holds memberships in the Grange, the Elks and the Hartford Club.



GENERAL RESEARCH Laboratory at Hartford



BRIDGEPORT WORKS, Unit A, of Underwood Corporation.

The Underwood Story

IN the annals of American industry and commerce there has emerged a certain select number of leading companies which symbolize the products they manufacture and sell. One such company is Underwood Corporation.

Products Span Office Machine Industry

Although typewriters account for only half the company's sales dollar, if a word association test were given to the public at random chances are the word "Underwood" would automati-

cally elicit the response, "typewriter." To the world at large—and especially to the people of Connecticut—the two have become synonymous.

However, too close an association of the Underwood trademark with typewriters alone can be greatly mislead-



ADMIRING one of the new Underwood 150 standard typewriters are Hartford Works Manager Vincent F. Schneble, Robert Pattinson (left) and C. Witham.



FRAME BASE on new Underwood electric typewriter is assembled at the corporation's large Hartford plant.



ASSEMBLER adjusts type to give straight writing line, one of the final operations in Underwood Sundstrand adding machine assembly process.



WAGNER front stroke visible writing machine, forerunner of all modern typewriters.



UNDERWOOD electric typewriter of latest design.

ing. The diversified range of Underwood products spans virtually the entire business machine industry from low-priced Leader portable typewriters for teenage students to ELECOM electronic computers bearing six figure price tags for big business.

A Hartford resident since 1901, Underwood has been in business for 60 years and making progress every step of the way. From an initial production of 13,000 typewriters a year at the turn of the century, the Hartford Works has mushroomed into a giant operation providing jobs for thousands of New England residents. In all, more than nine million standard, portable and electric typewriters, plus continuous form writing machines, have been manufactured since the Capitol Avenue plant opened the doors to its first shift of employees.

In Bridgeport, the company manufactures a complete line of Underwood Sundstrand accounting and adding machines and Underwood Elliott Fisher accounting and writing machines, all designed to "speed the world's business." Works Manager C. A. Dundore, in charge at Bridgeport, is aided by Assistant Works Manager W. C. Jones.

With taproots imbedded deep in Connecticut soil, Underwood has expanded widely to cope with the relentless demand of world commerce for new and improved products and forward concepts in business machine systems.

A high degree of mechanization has been brought to the manufacture of typewriter ribbons, carbon paper and other supplies indispensable to the ef-

ficient conduct of modern business. Underwood supply items are made at the company's Burlington, New Jersey, plant.

Expansion Spawns New Divisions

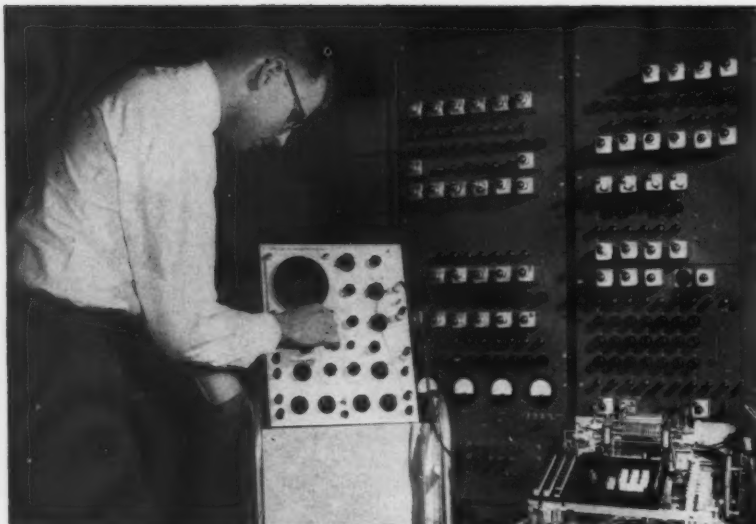
In the thick of the fast-breaking revolution now underway in office equipment Underwood has taken two giant steps toward diversification in recent years. Both involved the costly acquisition of new divisions. Both dovetail into an overall program for greater automatic control through practical application of electronics and punched card systems.

In October, 1952, Underwood entered the burgeoning electronics industry by purchasing the Electronic Computer Corporation, now located at Long Island City, New York. With the recent unveiling of the ELECOM 50 and ELECOM 125 computers, the Electronic Computer Division has moved to capture its share of the market for electronic systems that are "strictly business." Earlier models were designed principally for scientific research and engineering use.

In January, 1953, soon after the ELECOM purchase, another forward step was taken. By arrangement with Powers-Samas Accounting Machines



UNDERWOOD SUNDSTRAND accounting machines are "flight tested" by Bridgeport Works employees.



ELECTRONICS Engineer inspects test setup of electronic computing equipment used in business system analysis. Development of this type of equipment is directed toward increasing efficiency in solving the ever growing data processing problems of business.

Ltd., of London, Underwood became the sole distributor of the complete Samas punched card line in the western hemisphere.

Featuring the space saving economy of small size 21 column and 40 column equipment, ranging from key punches to tabulators and electronic multiplying calculators, Underwood Samas systems fit neatly into the Integrated Data Processing concept that has captured the fancy of modern American business.

Integrated Data Processing, known as IDP, is a system which links typewriters, teletypewriters, calculators and other so called "common language" machines to automatic and electronic equipment by means of punched cards and punched tape. Because of the unlimited possibilities for speeding and coordinating the staggering amount of paperwork in today's business. IDP is viewed by management as a likely solution to the problem of greater efficiency in methods.

Of major significance in this regard was the development at Hartford of an "Electronic Codewriter," a four bank electric typewriter which simultaneously produces a punched tape as a by-product of any typing operation. The Codewriter can punch out a five, six, seven or eight channel paper tape giving the machine unmatched versatility.

A product development of the company's General Research Laboratory in Hartford, the Codewriter provides the

means for automatic control of all accounting procedures associated with incoming or outgoing orders either in adjacent locations or at remote offices.

Besides maintaining manufacturing facilities in Hartford, New Hartford, Bridgeport and Burlington, Underwood builds machines in Brighton, England; Toronto, Canada; and Berlin and Frankfurt, Germany.

Domestically, Underwood sales and service offices are found in more than 700 United States cities, and, to para-

phrase Kipling, the sun never sets on the company's vast overseas installations.

Birth and Early Growth

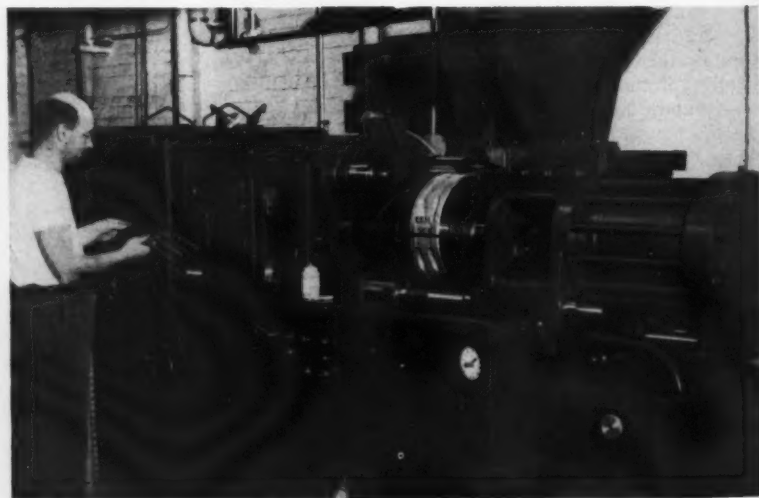
The dynamic growth of Underwood Corporation and its emergence as a power in world commerce is a peculiarly American phenomenon—a story of unfettered enterprise and its contribution to the economic well-being of the nation.

Here's how it all began:

The forerunner of today's Underwood typewriter was invented by Franz X. Wagner, whose front stroke visible writing machine revolutionized the typewriter industry. His genius set into motion forces that hewed the bedrock on which the company was built.

The visible writing machine, which allowed the operator to see what was being typed as it was being typed, consigned "blind writing" to the limbo of superseded inventions. Mr. Wagner showed his novel machine to John T. Underwood, a manufacturer of carbon papers, inks and typewriter ribbons. It was under Mr. Underwood's managerial guidance that the early Wagner and Underwood typewriters gained enthusiastic public acceptance.

Organized in 1895, the Wagner Typewriter Company quickly outgrew its cramped quarters in downtown New York City. The name was changed to The Underwood Typewriter Company as heavy demand compelled a move in 1898 to larger facilities at



EIGHT PLASTIC space bars which were produced in one operation in the Reed-Prentice Injection Molding Machine are inspected by operator.

Bayonne, New Jersey, the first Underwood plant.

Expectations were that the Bayonne installation, with a weekly production of 200 machines, would more than suffice to meet sales requirements. But demand far outstripped supply, and in 1901 the rapidly growing business was transferred to Hartford where Underwood was destined to have the largest typewriter manufacturing plant the world has ever seen. Works Manager of the Hartford factory is V. F. Schneble, with Assistant Works Manager A. A. Benoit as second in command.

Lusty growth of the infant accounting machine industry paralleled the rise of the typewriter. In 1902, the first book typewriter—later perfected into the only accounting machine with a flat writing surface—was produced by the Elliott Fisher Company at Harrisburg, Pennsylvania. A typewriter adding mechanism, grandfather of present day accounting machines, was marketed shortly thereafter.

In 1914 the Elliott Fisher "T" model accounting machine, developed for the commercial market, met with overwhelming popularity. The eventful year of 1914 also saw the introduction of the Sundstrand natural sequence ten-key keyboard adding machine which had a widespread impact upon the industry. The Sundstrand Corporation, originally located in Rockford, Illinois, was purchased by the Elliott Fisher Company in 1926.

The following year, the Underwood Typewriter Company and the Elliott Fisher Company joined forces to become the Underwood Elliott Fisher Company. P. D. Wagoner, who today is Chairman of the Board of Underwood Corporation, was elected President and General Manager of the combined organization. Mr. Wagoner has been President and General Manager of Elliott Fisher since 1918.

John T. Underwood, who saw his typewriter business grow into a worldwide organization, continued for a short time as Chairman of the Board and remained a director until his death in 1937.

Elliott Fisher and Sundstrand, previously separate operations at Harrisburg and Rockford, were consolidated in 1933 at Bridgeport, site of present day accounting machine and adding machine manufacture.

In both world wars, the company's extensive manufacturing potential and the productive might of its employees



UNDERWOOD CODEWRITER automatically producing a five channel punched type as a by-product of a billing operation. Today the five channel punched type is often referred to as the "universal language" for office automation.

aided the cause of allied victory. Underwood committed the bulk of its resources to war production shortly after Pearl Harbor, manufacturing the famed M-I Carbine, rate-of-climb indicators, bomb fuses, anti tank components and other ordnance items.

On March 22, 1945, for the sake of simplicity, stockholders voted to change the name of the company to Underwood Corporation. L. C. Stowell, formerly Executive Vice President, was named President. It was at this time that Mr. Wagoner became Chairman of the Board. Henry L. Junge, formerly Controller, now holds the post of Executive Vice President.

Research Geared for Product Supremacy

The General Research Laboratory, spearhead of the company's many advances in business machine development and improvement, was dedicated in 1936. Knowing that supremacy in the highly competitive office equipment industry hinges largely on the constant development of quality products, Underwood geared its research program to product supremacy.

Occupying a four-acre site at 56 Arbor Street, the Laboratory provides a quiet atmosphere conducive to the

alert curiosity which kindles ideas and the scientific restlessness which is the precursor of actual production.

According to H. P. Smith, Manager of the Engineering Department, there are three equally important phases of development work. The progress of the new Underwood Electric Typewriter from drawing board to customer illustrates the integrated association of (1) Material Analysis, (2) Design Analysis, and (3) Performance Analysis.

Rigid quality control measures, standard operating procedure at the General Research Laboratory for all Underwood products, were applied to raw materials and other components received from suppliers. Strength and elasticity were measured on tensile testing machines. Controlled atmosphere rooms and humidity chambers tested physical properties of various machine elements under conditions simulating the Tropics and the Arctic.

Parts were subjected to continuing examination by giant X-ray equipment capable of penetrating metals of various thicknesses. Die castings were checked for flaws and imperfections impossible to detect with the naked eye. A metallurgical microscope with a magnifying power up to 3,000 diam-

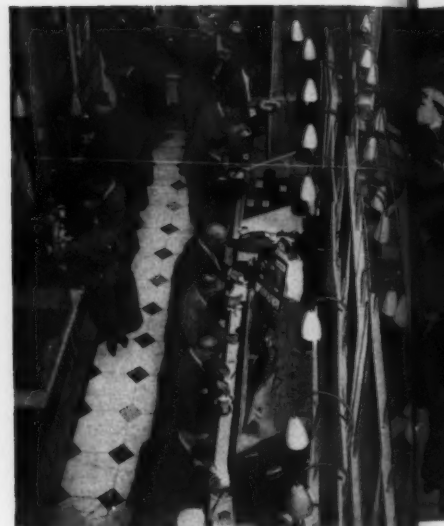
(Continued on page 51)



GEORGE SUNDERLAND of Scovill Mfg. Co., Waterbury, pours lead into molds by hand in historical exhibit of that company.



MANY VISITORS view the interesting and colorful industrial exhibits arranged in the rotunda of the State Capitol.



Industrial Museum **Dedicated** **at State Capitol**

PRESIDENT Patrick McGinnis started a chain reaction that augurs well for Connecticut's industrial future when he embraced the idea of exhibiting the products of Connecticut manufactures who had been in business seventy-five years or more.

Step one in his action program was to discover the identity of these companies. With this accomplished through the cooperation of MAC, the wheels began to turn rapidly toward the construction of exhibits and the completion of the "Connecticut Night" program at Hotel Statler, where some sixty-two product exhibits drew the admiring attention of several thousand people.

Noting the educational value of continuing such displays, where thousands more youths and adults, and particularly legislators, could see some of the end products that have been creating prosperity and higher living standards in Connecticut for many years, Governor Ribicoff suggested that these

displays be moved to the rotunda of the Capitol building.

President McGinnis liked the idea. So did the MAC and its member companies who had displayed their wares during the day and evening of The New Haven's "Connecticut Night" program. Again speedy action on the part of the display builders—The Display Workshop of Hartford—dismantling the Statler displays and rebuilding them to fit the allotted space at the Capitol. Again the MAC cooperated with New Haven officials to stage a dedication luncheon, served buffet style, in the Hall of Flags (west side of Capitol lobby) for some nine hundred legislators, state officials, industrialists, newsmen and guests.

Following the luncheon, the "Living Museum," so named by Governor Ribicoff, was dedicated by a brief ceremony in which the Governor, George Carmichael, Vice President of the "New Haven" Railroad (representing President McGinnis), and Norris W. Ford, Executive Vice President of the

Manufacturers' Association of Connecticut (representing President Albert S. Redway of MAC) participated.

Said the Governor, responding to his introduction by Lieutenant Governor Charles W. Jewett, "In these halls we see the ancient traditions of government and exhibits of industry that have made Connecticut great. Connecticut products are known around the world and the quality of Connecticut products is known around the globe." After expressing his grateful "thanks" to the "New Haven" Railroad and to all Connecticut manufacturers "for what they are doing now and for what they will do in the future," Governor Ribicoff introduced Mr. Carmichael.

Praising the Governor for making it possible to set up the exhibits at the Capitol at no space cost, and the industrialists and the Manufacturers Association of Connecticut for their part in the exhibition, Mr. Carmichael said, "We of the 'New Haven' Railroad pledge our cooperation in this project



A BUFFET luncheon was served to guests at the opening of the exhibit.

and will pledge to furnish the best and most modern transportation available. With the example set by Governor Ribicoff, the state is bound to go forward," he said.

Expressing President Redway's regrets over his inability to participate in the dedication ceremony, Mr. Ford said, "It is a very real pleasure to cooperate. We have heard Governor Ribicoff repeatedly express his interest in the expansion and industrial growth of the state. We appreciate this type of cooperation."

For lack of space the exhibits, with only a few exceptions, included only exhibits of the state's older companies which were previously displayed at the Statler Hotel. Photos and a list of many of these exhibitors were recorded in the article "New Haven Railroad Honors Industry at Connecticut Night," published in the May issue of **CONNECTICUT INDUSTRY**.

Photos of a number of the displays and luncheon guests at the State Capitol as they appeared to the camera's eye from unusual angles, also illustrate this brief account of another "first" in Connecticut's long list of "first" accomplishments in manufacturing and government.

At this writing the "Living Museum of Connecticut Industry" has been dismantled and the exhibits returned to their respective Company owners with the exception of the New Haven exhibit which is being shown at various points along its lines.



MAYOR William Elrick of Wethersfield looks at Gong Bell Mfg. Co. exhibit.



ANTIQUE CLOCKS and a display of silver products are examined by a visitor on opening day.



DISCUSSING the exhibits are, left to right: George T. Carmichael, senior vice president of the New York, New Haven & Hartford Railroad; Leon Leighton, consultant of the New Haven; Governor Abraham Ribicoff and Norris W. Ford of M.A.C.

Personnel Association Holds Fifth Annual Conference



TALKING informally before participating in panel discussion at Connecticut Personnel Conference are, left to right: Thomas G. Spates, Yale University; S. Avery Raube, National Industrial Conference Board; John E. Ellsworth, The Ensign-Bickford Co., Simsbury; and James W. Tower, Industrial Relations Counsellors.

of The Allen Manufacturing Co., Hartford, was chairman of one of the two concurrent sessions held in the afternoon, which featured Dr. Ronald P. Buchan of the Prudential Insurance Co. who spoke on "Industrial Medicine and Production." The other session was chaired by Anthony E. Feil of Singer Manufacturing Co., Bridgeport, which featured John J. McCarthy, consultant on employe relations at General Electric Co. His subject was "Personalize Your Supervisory Training Program."

Allen K. Heydrick, director of education and training at Weirton Steel Co., West Virginia, demonstrated how the company-union contract operates at his plant.

Eugene J. Lyons, Assistant Postmaster General, in charge of the newly-created Bureau of Personnel, was the dinner speaker.

Prof. Spates, former vice president for personnel administration at Gen-

MORE than 225 members of the Connecticut Personnel Association and their guests participated in the Fifth Annual Personnel Conference held at Strathcona Hall, Yale University, in April.

Leading authorities on various phases of personnel and industrial relations were featured in a day-long program that started at mid-morning and concluded with a well-attended dinner at night.

The morning agenda featured a panel discussion on the subject, "What Does Management Expect of the Personnel - Industrial Relations Department?" S. Avery Raube of the National Industrial Conference Board was chairman. John F. Ellsworth, vice president of The Ensign-Bickford Co. of Simsbury, Professor Thomas G. Spates, Personnel Administration, Yale University; and James W. Tower of Industrial Relations Counselors Inc. of New York served on the panel.

Ellsworth S. Grant, vice president



HARTFORD area industrialists who attended the Conference are, left to right: Harold Le May, Niles-Bement-Pond Co.; Watson Woodford, Veeder-Root, Inc.; Ellsworth Grant, Allen Manufacturing Co.; Don Dumont, The Hartford Machine Screw Co.; William Sullivan, Cushman Chuck Co.; Frank Dellert and James Luby, Veeder-Root, Inc.

eral Foods Corp. electrified the crowd with a hard-hitting speech, the highlight of which was contained in the following remark:

"As the result of an attitude of more and more for less and less that has come out in collective bargaining, nothing short of a national crusade by professionals will save industry from the road to destruction."

He said some management leaders engaged a personnel director to keep the plant out of trouble, others to keep a union out of a plant and others for "mere window dressing."

During a question and answer period the speaker asserted that it used to be a case where many argued that if the workers were paid enough real wages, there would be content. "But since 1952, the workers have been given more real wages and they have been paid millions of dollars in fringe benefits, and there is less content now than ever," he declared.

Mr. McCarthy made the plea, "Don't make a psychologist out of your foreman." He said the modern trend is to make great demands upon the first line supervisor. Here is a partial list of responsibilities, he said, which are placed on foremen: Production, costs, quality, utilization of equipment and its maintenance, assignment planning, training and placement of employees, upgrading and placing of workers, policy interpretation, correction of mistakes, housekeeping, payroll hours, department administration and accident prevention.

He listed what he believes the employees expect from their foremen: fair play, personal consideration, attention to grievances, clear picture of responsibilities, to instill them with confidence and respect for their supervisor, opportunity for full capacity, individual recognition and a safe place to work.

Dr. Buchan expressed the belief that the problem drinker and his rehabilitation holds a much brighter prospect now than it did 10 years ago.

"On the overall basis and in the long haul, we feel quite confident that at least 50% of these people can be salvaged for dignified and productive activity."

Continuing he asserted: "Don't tell me that you have no problem drinkers. Everybody has. It's like venereal disease. It's everywhere. It's no respecter of person, and its victims are found from the boiler room to the board room."



NEW HAVEN personnel and industrial relations men surround John F. Ellsworth, speaker at the Conference. They are, left to right: George H. Griswold, Yale University; Robert I. Metcalf, Olin Mathieson Chemical Corp.; Mr. Ellsworth; Harold L. Roberts, The Berger Brothers Co.; and Douglas W. Loring, Southern New England Telephone Co.



GATHERED informally at the personnel conference are: Eugene J. Lyons, Assistant Postmaster General in charge of Personnel Bureau; Anthony E. Feil, Singer Manufacturing Company, who will be 1955-56 association president; and Peter J. Reilly, Warner Bros., Bridgeport, president of the Greater Bridgeport Personnel Association.

He touched upon the tension and anxiety in modern business. "Here arises our ulcers, our sleepless night, our nervous breakdowns, our depressions, our loss of abilities in previously exemplary workers, salesmen and executives," he said.

An understanding industrial medical department with proper counsel and advice is the key to these disabling sensations, and many folks are able to take these things in stride, adjust, overcome or learn to live with them, but in other cases anxiety breeds anxiety and tension more tension and soon there is a full-fledged casualty.

Mr. Lyons who resigned from a position as personnel vice president of

Merck & Co. in New Jersey to supervise the personnel problems of 500,000 Post Office employees was the dinner speaker.

He said the personnel department in private industry should function through not around the first line supervision. The foreman should not duck his responsibility and the personnel director should not "make himself a swell guy in the eyes of the employees at the expense of the foreman," he declared.

Personnel is a service not an end in itself, he asserted.

Turning to the Post Office Department he said it has favored pay in-

(Continued on page 36)

Connecticut - Its Industrial Importance

By ALBERT S. REDWAY, President

Manufacturers' Association of Connecticut, Inc.

In this brief talk before the American Society of Tool Engineers at New Haven, May 11, 1955, President Redway describes the rugged foundation and some of the leading contributions of manufacturing enterprise to Connecticut and the nation. Through a continuation of the Association's leadership and a governmental climate friendly to industry he sees nothing to stop manufacturing enterprise from advancing in the future to produce even higher standards of living for Connecticut people. A thorough understanding and appreciation of the importance of manufacturing industry by our local and state government officials and lawmakers, business and other group leaders and the general public, is essential to the attainment of a bright future, Mr. Redway believes. The facts he stresses in this talk may be used by readers in their talks before groups or in everyday conversation to create a friendly atmosphere conducive to future economic growth.

YOU men in the profession of tool engineers perform an important function in Connecticut's manufacturing plants and I am only too happy to talk to you tonight on some of the broader aspects of Connecticut Industry.

I hope you will agree with some of these ideas.

Half of the people who work for a living in Connecticut—work in manufacturing plants. This is the highest proportion of industrial workers to total workers of any state in the union.

Over 80% of the purchasing power of Connecticut is generated directly or indirectly by manufacturing.

While Connecticut rates 28th in total population, it rates: 1st in percent of skilled workers to total workers; 1st in per capita production of military goods; 1st in number of patents granted on a per capita basis; 2nd in per capita income; 3rd in total number of patents granted; 9th in value of military contracts; and 12th in value added to products by manufacture.

Without manufacturing, Connecticut's economy would perish . . .

As a state we have had a glorious industrial history. Connecticut has pioneered and led the parade in many noteworthy eras.

Yankee ingenuity goes back to the original settlers who chose to become blacksmiths and mechanics rather than go without farm implements and household utensils.



ALBERT S. REDWAY

In 1740, Edward Pattison, an Irish tinsmith, set up his shop in Berlin, Connecticut and hired peddlers to sell his wares to colonists living some distance from his plant. This idea was soon copied by others in the vicinity and the *Yankee Peddler* popularized Connecticut products throughout the country. This unique method of distribution literally forced the development in this state of the brass, watch, clock, silverware, tool, hardware and kitchenware industries.

When, in 1798, Eli Whitney introduced the technique of interchangeable

parts in the making of firearms and Eli Terry did the same with wooden clocks in 1802, the era of mass production was born.

Only a few years after this, in 1815, "The Society for the Encouragement of Connecticut Manufactories" was organized. This was the founding of what is known today as the Manufacturers' Association of Connecticut, of which I happen to be president at the present time.

Only companies engaged in manufacturing may belong to this association yet the present membership consists of approximately 1400 companies.

Its two principal objectives are:

(1) To help Connecticut manufacturers operate in a profitable, job-making, economic climate for the benefit of their owners, their employees, their customers and the people of our state and nation.

(2) To help Connecticut manufacturers develop a full understanding of their broadening social and economic responsibilities to the public; and to maintain effective channels of communication to help the public, in turn, to understand industry's contribution to the economic and social welfare of the people of the state.

Over a period of years this association has successfully helped to keep Connecticut industrially prosperous and it is vitally concerned in keeping as splendid a record in the future.

Past successes in manufacturing have been the result of good planning and adherence to the principle of producing quality products at competitive prices. Future successes must be earned the same way.

Today other states are trying their best to lure industry away from Connecticut. They are using the "Give Away" technique, a promise of tax free sites and buildings, cheap power and non-union labor.

I do not fear this type of competition as long as our government, both local and state, remains friendly to manu-

facturers. By friendly I do not mean abatement of taxes or donations of any kind. No worthwhile business wants to accept charity. It will gladly pay its share of taxes. But government must be friendly by keeping our taxes competitive with other states, by keeping our Workmen's Compensation Act and our Unemployment Compensation Law on reasonable levels and by creating a favorable attitude toward the management of our companies.

At present our Workmen's Compensation Act and Unemployment Compensation Law are the most liberal of any such laws in the whole country. This is something to be proud of as long as we do not overdo it.

We boast that the per capita taxes in Connecticut are among the lowest in the country but this is due to the fact that the total taxes (Local and State) paid by corporations in this state are among the highest in the country. Taxes are a part of costs and when costs get too high in an area, the owners of the plant must either close their doors or move their operations to a lower tax area. We have already seen too many instances of this, especially in the textile industry.

A new element has gradually been creeping into our manufacturing situation in Connecticut and has recently reached a point where it is of major significance. I refer to the out-of-state control of our industries. At present 38 out of 100 of our largest industrial corporations, from the standpoint of employment, are now controlled by interests outside of Connecticut. Most startling of all is the fact that these 38 companies employ some 112,000 persons, or over 27% of those presently employed in our industrial establishments. This may or may not be good for Connecticut manufacturing. It will be good for Connecticut if we help these companies to make their operations profitable but it will be bad for Connecticut if we impose any hardships that hinder their operations. Top management's decision will be strictly a business decision for those who are in control will have no strong emotional ties to the state as did their former family owners.

How can we best insure an expansion of Connecticut's manufacturing employment and keep pace with our population growth?

There are many ways—too many to enumerate here—but I will name two very important ones.

The first is through the establish-

ment of a sound industrial program on the community level that will continuously encourage the establishment of new industry and keep established industries satisfied to remain in the community by every available means short of subsidy inducements.

The second, which is of even greater importance, is through common sense action by our general assembly. What our state legislative body does to encourage or discourage manufacturers is immediately flashed to all parts of the nation, thus advertising the quality or shoddiness of Connecticut's "Welcome Mat" for industry. If members of the General Assembly wish to take the long constructive look, they will think in terms of "what can we do to promote more industrial jobs". Before making any final decisions on legislation affecting industry that may satisfy some special interest group, our legislators who have the best interests, of Connecticut people in mind, will take the time and trouble to learn of the possible job losses such legislation may cause, especially in communities that depend on one to three industries for their economic life blood.

Since V-J Day, in 1945, 1330 companies employing 45,000 people have started business in Connecticut and during the same period of time, 66 companies employing 22,000 people have left Connecticut. We cannot become complacent toward all threats to our continued industrial growth when it takes about 600 new companies to make up for the loss of 67.

Corporations and industries, like people, have life cycles. They grow rapidly from infancy, slow down as maturity is approached, and in time show the distressing symptoms of age.

Actually, the classic pattern of growth has many exceptions. Companies in mature industries frequently keep growing because of a constant flow of improved products.

Let's look at the life line of some basic industries.

Old age is represented by coal, cotton and wool, firearms, leather and railroads.

Maturity has probably been reached by the following industries: Automobile, copper, lead, zinc, steel, motion pictures, radio, and tobacco.

Moderate growth is still taking place in aluminum and electrical products, and in the paper and rubber industries.

Rapid growth industries now include: Air conditioning, aviation,

chemicals, synthetic fibres and television.

The new born babes in industry are: Antibiotics, atomic fuel, electronics, gas turbines, rare metals, and thousands still in the laboratory.

Connecticut must attract some of these infant industries and diversify its old industries. Technology is changing so rapidly and the avalanche of new ideas is so great that what yesterday was a sure-fire product with an apparent future may be a has-been tomorrow.

Today, the electronic industry is the latest rapidly growing type of manufacture in our midst. It fits into Connecticut because it requires skilled labor and technical direction rather than huge mass production machines.

When textile plants began moving out of the eastern part of Connecticut, diversification became a problem of primary importance. Textiles still make up an essential part of the economy in that area, but new types of industries are presently locating there to fill the gap. Plants engaged in the production of pharmaceuticals, electrical equipment, food, hardware, plastics and metal products, to name a few, are supplying this industrial diversification within the area.

We are now entering the era of atomic energy which will open up entirely new fields of industry. Connecticut has already produced the first atomic submarine, "The Nautilus", and we should continue to grasp the tremendous potential in this new scheme of things.

We have highly technical people, ingenious workers and a vast number of small specialized industries that can service almost any need that a new industry must have available. Of the 448 industrial groups established by the United States census of manufacturers, Connecticut today has 334 of them or about 75%.

As a state we have almost everything that families like to have—the best educational facilities for their children, the cultural advantages of large cities and the natural beauty of our countryside and ocean. People want to come to Connecticut to live and to work. Those who are here want to stay. There will be no shortage of labor for sound successful manufacturing.

If we will keep our political climate attractive to industry, nothing will stand in the way of our continued advance industrially or in the maintain-

(Continued on page 36)

A Plea For Leadership*

By WALTER E. DITMARS, President

Gray Manufacturing Company, Hartford

I AM a businessman. I am of that breed which has been harassed, denounced and badgered during the New Deal, Fair Deal and Bad Deals of the past twenty-two years. We businessmen generally have been kicked around and deluded by Marxist theorists and realists, and I think it is largely our own fault. Businessmen as a group have lacked the courage to stand up on their two feet and defend principles they knew were right and support elected representatives who have fought the Communist and Socialist elements in our Government.

Our greatest enemy today whether in government or business is Communism.

Communism has its source in Moscow and its agents everywhere.

Communists have stolen our secrets, subverted our officials in notable instances and killed our sons.

Left-Wing, Socialist inspired legislation has tried to prevent the growth and expansion of American business, and if you need proof, I refer you to the Excess Profits Tax Law. Many businessmen, particularly some of those with inherited rather than earned wealth, have stood up and practically cheered as they were being slowly strangled: Some have reminded me of the Greek slave who knelt on the seashore and waited for his head to be cut off.

There are many reasons why I believe that everything that is attacking our American governmental structure and undermining American business are directly attributable to Communism-Socialism:

- (1) Both Communism as practiced in the USSR and its satellites and Socialism as it was practiced in Germany thirty years ago and in England

* Here is a bare-knuckles talk given by Mr. Ditmars before a small group of Senators in the Vandenberg Room, U.S. Capitol, March 14, 1955.



W. E. DITMARS

only three years ago stem from the same root, namely Marxism.

- (2) A very sizeable portion of the foreign aid which has gone to other countries in the past fifteen years, has directly assisted the growth of the Soviet Union and its capture of one-sixth of the world.
- (3) The vast grants abroad have increased our taxes to a point where we owe more money today than all people in the world have owed in all history.
- (4) Socialist inspired legislation in the United States has deliberately stirred up distrust of management, inspired strikes, betrayed the working man and fomented what in another day would have been called sedition.
- (5) Tens of thousands of American homes have been subjected to the tragedy of losing their loved ones in the wars fought "in the wrong place and the wrong time".

- (6) Despite these vast expenditures, great debts and personal sacrifices, we are further from peace today than we were ten years ago and Communism represents a colossal menace which today even the British recognize.

- (7) It is evident that the Communist threat in Moscow is only partly political. The main effort is directed at the resources and production of the United States, and that means it is directed at American business.

- (8) Socialism has been so sugar-coated in the United States that few businesses or professions have recognized it. A notable exception is the medical profession and the Hoover report recently submitted to the President shows clearly the vast waste that occurs when socialized medicine is a reality. The same is true in other government enterprises and it would be vastly more true if other business areas are invaded by the government.
- (9) Communism in business can be defeated, Socialism exposed and the economic health of the country guaranteed when businessmen have the courage to cooperate with leaders of government who know the score. We have got to work with those leaders of government and use the vast educational facilities of business to expose the crudities, cruelties and real character and nature of Communism and Socialism.

There is not a company in the United States that is not affected by these problems. Every businessman, whether he is in a small store, filling station or the president of a corpo-

(Continued on page 50)

The Dignity of Man's Individualism

By REVEREND O. J. RITZ, *Pastor**

New Haven Seventh-Day Adventists Church

Recently we asked Reverend Ritz to state his views concerning the moral, spiritual and constitutional issues involved in the recent highly emotional debate in the Connecticut General Assembly, and in other states, concerning the "right-to-work" legislation already enacted in 18 states, and the proposed right-to-work bills considered and given unfavorable action by the Connecticut General Assembly sessions of 1953 and 1955. Lacking the time to do the necessary research to answer specific criticisms of the "right-to-work" laws and proposed bills he has prepared a general statement in defense of "right-to-work" legislation and in condemnation of those who oppose such laws.

THE dignity of man's individuality must be preserved in America. A recognition of the individual, his rights and his privileges, constitutes one of the cardinal pillars of democracy and applied Christianity. This is a great tradition to be prized and cherished, especially at a time when the pressures are violently strong in the direction of mass regimentation. Thought regimentation, political regimentation, labor regimentation, military regimentation all bear mercilessly upon the American prestige of preserving man's individualism. Our media of dispersing ideas and knowledge are today tinged with philosophies of mass conformity. The right of minorities and the conscience of the individual are too often regarded as but an impediment to the overall good of the masses. Yet, freedom of the press, freedom of religion, freedom of speech, the right to one's choice of employment, these are great American foundations constructed and preserved through "blood, sweat and tears." They are safeguards to the dignity of man's individualism, man's conscience, man's inherent right to choose and live. Any impediment, any restriction or restriction of these divine principles should in America receive



REV. O. J. RITZ

the widest protest, while the liberty of protest still exists.

It is to the credit of American industry and labor that "right to work" laws are today being studied and introduced into the annals of American jurisprudence. These laws, written by Americans, for Americans, are basically designed to preserve and safeguard the inalienable right of every citizen to have the opportunity of securing and holding a job of his own choice commensurate with his abilities, without being forced to join any organization. This judicial safeguard is vital in the preservation of the rights of each American. "Right to work" laws are in part America's answer to the world scourge of mass labor regimentation in

which the laboring rights of the individual are often dictatorially obliterated. We must here in America constantly ascertain whether we are defending merely the rights of the masses to fair employment, or the rights of the individual. Failure to recognize the individual, amidst the sea of humanity, is blindness. America with her many sparkling facets of freedom must never forget that she stands brilliantly above the many nations of the world because of her high and sacred regard for the dignity of even a single man.

Human worth, like the American dollar, is rapidly depreciating. From the swampy haunts of bigotry, from the narrow halls of intolerance, from the despotic oracles of authoritarianism come wave upon wave of attack upon the sacredness of man's individualism. The gods of mass regimentation are closing ranks. So crushing is this insidious invasion into the hallowed precincts of man's inner life that today millions are but hollow husks. Millions more are struggling to wrest themselves from the hostile approach of this Frankenstein monster. Like hordes of cattle, a large segment of humanity is today forced to accept the dictates and conclusions of a relatively few. Indeed, the blighting curtain of human depreciation is appalling. Like a fouling miasma, it is eating the very existence and life-blood out of man and nations. Nation after nation lies today servilely prostrate, the voice of individualism silenced! Through the medium of political power, military domination, statism, social utopias, authoritarian unionism, and even religio-political craft, a "blighting toll" has been affected against the dignity of man's individual rights. In every nation, in every land, men and women suddenly find themselves grasping frantically to extricate themselves from the very implements of human conniving that promised them greater freedom, greater individual liberties.

(Continued on page 32)

*The author of this article was born and received his early education in Canada. He later graduated from Broadview Academy, Chicago and received his Bachelors degree from Atlantic Union College, South Lancaster, Mass., and an M.A. degree from the Seventh Day Adventist Seminary, Washington, D.C. Since being ordained as a minister of the Seventh Day Adventist Church, he held parishes in Toronto and Montreal, Canada before taking his present post in New Haven.

The Annual Sales Conference—A Three-Way, Year-Round Project

By HARRY L. HARRISON, *Executive Vice President*

Gross-Harrison, Inc., Advertising, Hartford, Conn.

Mr. Harrison, author of this brief "how to do it" article, served for many years as Advertising and Public Relations Director of The Miller Company, Meriden, Connecticut prior to forming, with Julian Gross, the firm of Gross-Harrison, Inc.

THE prime objectives of a sales conference are to equip salesmen to do a better selling job on your product, to unveil new products and unfold new selling plans, to get field reactions to your new products and plans and to whip up enthusiasm for both. Large organizations are staffed to handle sales meetings at regular intervals. Thus the meetings do not become a seasonal problem or burden. Small and medium sized companies, holding sales meetings once a year or twice a year, have to carry on with the regular daily departmental routines and at the same time organize the meeting details as best they can. Even under the most favorable conditions, it is a time-consuming job. A sound working plan will spread it out so that too many things will not have to be done in a desperate hurry at the last minute.

For the man who is responsible for making arrangements, the three natural phases of the sales conference are: Before, during and after. All three of them are important and all of them include features that are essential to the whole plan.

Before the Meeting

TIMING. When the last number on the program of one sales conference is finished, work should start on the next one. Make notes of every complaint, every suggestion, every mistake, everything that didn't get done on time. Set up a tickler system to make sure that late starting doesn't bog down your program again.

IDEAS. The notes you make of things that go over and things that flop are enough to start a file, a place to accumulate memos, ideas and suggestions as they occur during the year.



HARRY L. HARRISON

LOCATION. When the time comes for definite planning and preparing, the first thing is to decide on the date and location. Holding the meeting away from company headquarters gives it a zip which makes for more lively thinking and enthusiasm. Further, you don't have men wandering about the general office or doing errands in town when they should be in meetings. An outside location keeps them together and keeps their minds on the subject.

RESERVATIONS. Arrange reservations and transportation for all who will attend the meetings, including guest speakers, have all reservations confirmed in writing and make a record of room numbers as soon as they are assigned. Have reservations in writing of all meeting rooms. It is very helpful to have a photographic survey with dimensional details of all meeting rooms and all other facilities that will be available to those who attend.

ASSIGNMENTS. Give sufficient advance notice to all individuals, internal and external, who will participate. Put all instructions for them in writing and prepare them in book form so that each individual can see what every other individual is going to do.

PROPS. Arrange for every prop to be in place and in operating condition well in advance, to eliminate the hustle and bustle of getting new products and meeting props together on the fly. Props, in addition to displays and merchandise, should include blackboards, pads, projectors, camera equipment, recorders, and screens. If meetings are held in different rooms, be sure that clear and specific instructions are prepared to indicate what props will be needed in each room, and when. If outside speakers are to participate in the program, find out well in advance what props, if any, they will require, and provide for them. Arrange shipping containers and transportation for props well in advance. Also ship in reshippable containers, tools, twine, gummed tape, address labels, shears, and other required items—don't depend on picking them up locally.

During the Meeting

Your program should not be strung out longer than you can maintain interest. Everything new and exciting should not be presented the same day. It should be spread out through the entire meeting—a series of constant surprises. You have to build up enthusiasm, not allow it to lag before the program is finished.

After the Meeting

Now, what happens when the meeting is over? Do we sit back on our haunches and say "It was a wonderful meeting," "Best we ever had." That's not enough. To cash in on a meeting you have to plan and carry out a lot of good tie-in work. People are quick

(Continued on page 64)

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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THE COVER



THIS MONTH'S cover is a night scene showing a partial view of the vast Underwood manufacturing facilities extending two city blocks along Capitol Avenue and Arbor Street, Hartford.

FRANK O. HOAGLAND, West Hartford, has been awarded the 75th Anniversary Medal of the American Society of Mechanical Engineers, in recognition of his valued services extending over many years in advancing the engineering profession.

Mr. Hoagland, master mechanic at Pratt & Whitney, Division Niles-Bement-Pond Company, has been very active in the A.S.M.E. since joining the organization in 1912.

Presentation of the Medal to Mr. Hoagland was made by Nicholas Welch, director of research and development engineering, American Hardware Corporation, New Britain, with A. H. d'Arcambal, president of Pratt & Whitney, assisting.

★ ★ ★

GEORGE R. WEPPLER, formerly vice president of operations at the Waterman Pen Company, Seymour, has been appointed vice president and assistant general manager of Harvey Hubbell, Incorporated, Bridgeport. An-

nouncement of Mr. Weppeler's appointment was made by Harvey Hubbell, president of the Bridgeport wiring device concern.

Prior to his service with the Waterman Pen Company, he was manager of operations of Metal & Thermit Corporation, New York, and before that, general production manager and director of Johnson & Johnson.

Mr. Weppeler is a member of the American Management Association and the American Ordnance Association. He is a graduate of The Massachusetts Institute of Technology.

★ ★ ★

A NEW multi-purpose germicide, Mintol, with the fragrance of meadow mint has been announced by The C. B. Dolge Co., Westport, manufacturers of chemicals for maintenance.

This new product, according to the maker, combines pleasantness with unusual germicidal properties and refined deodorizing action. The manufacturer recommends Mintol for general disin-

fecting and deodorizing, wherever a true germicide is needed.

★ ★ ★

PAUL H. PLANETA, secretary of the Artistic Wire Products Co., East Hampton died recently after a brief illness.

Born in New York, Mr. Planeta lived in Higganum and East Hampton for many years. He was a member of the Middletown Lodge of Elks.

★ ★ ★

ARTHUR H. QUIGLEY, chairman of the board of the American Brass Co., has announced the retirement of Arthur W. Wilkinson as vice president

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of Ansonia Branch of the company, after 47 years of service.

He began his career as a clerk with American Brass in Ansonia in 1909. In 1919 he became a sales representative of the company, and was made assistant manager of the Ansonia branch in 1932. Four years later he was transferred to Waterbury as assistant sales manager, and in 1943 he was appointed vice president in charge of the Ansonia branch, a position he has held since that time.

★ ★ ★

THE APPOINTMENT of J. Stuart Towers as sales representative in southwestern Connecticut for the steel strapping division, Stanley Works, New Britain, has been announced by John C. McGunnigal, sales manager.

Mr. Towers joined the Stanley Works in 1936. After completing the sales training program he continued with the sales department, and for the past eight years he has been sales representative for the steel strapping division in southern California.

★ ★ ★

DONALD G. SCHAFFERT has been appointed assistant to the works manager at the Northeastern Steel Corporation, Bridgeport, it has been announced by E. A. Schwartz, president of the steel company.

Mr. Schaffert, a veteran alloy steel man of more than 25 years experience, has been associated with Republic Steel Corporation, Timken Roller Bearing Company and more recently with the Copperweld Steel Company, where he was assistant superintendent of the melt shop.

★ ★ ★

FOUR PROMOTIONS and organizational changes at Bridgeport Brass Company have been announced by Herman W. Steinkraus, president and board chairman.

Frank J. Kearns, formerly vice president in charge of engineering has been named vice president in charge of manufacturing, a newly created post. Mr. Kearns has been with Bridgeport Brass since 1935 when he started in the rolling mill. In 1942 he was named superintendent of the rolling mill at Indianapolis, returning to Bridgeport in 1944 to direct the postwar planning of the company. The following year he became chief process engineer and in 1949 was named head of the engineering department. He was elected vice

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president in charge of engineering in 1950.

Frank J. Cunnane, formerly general superintendent of the Housatonic Avenue plant has been named plant manager of these facilities. Mr. Cunnane joined Bridgeport Brass in 1933.

Peter Sutcliffe, formerly superintendent of the company's tube mill in Montreal East, Canada, has been named superintendent of the new tube mill in Bridgeport. Mr. Sutcliffe was formerly associated with Imperial Chemical Industries in England.

Edward Winters, who has been superintendent of the company's former tube mill since 1928, will be in charge of a new department now in the process of organization.

★ ★ ★

A. J. MITCHELL, president of The Mitchell-Bradford Chemical Company, Stamford, manufacturers of Black Magic blackening processes for ferrous and non-ferrous metals, metal cleaners,



THE LATEST in architectural design and interior decorating has been incorporated in this new plant of The Mitchell-Bradford Chemical Company, Stratford.

rust preventives, plating specialties, and a complete line of heat treating salts, has announced the completion of their new modern plant to accommodate increased production, larger office and research facilities.

The manufacturing area was planned in a straight line flow system allowing steady production. A large section is set up for a chemical research laboratory for product control, new product development, and customer problems.

The plant is situated on approximately three acres of land in Stamford to provide for further expansion.

★ ★ ★

A NEW "dynamically balanced" vibrating screen, which separates coal, chemicals, ore and other bulk materials according to size, has been developed by Hewitt-Robbins, Inc., Stamford.

Screen frames are mounted on a system of rubber and steel springs which give the screen a powerful "kick" when

the springs are jiggled by a small mechanical exciter. This arrangement, the company says, permits stronger vibrations, higher screening efficiency, and a minimum of energy loss. It was developed in the company's Passaic, New Jersey, laboratories.

★ ★ ★

A PLAQUE in recognition of an outstanding safety record was awarded to employees of the Jacobs Manufacturing Company, West Hartford, recently by the Liberty Mutual Insurance Company.

A. E. Englund, vice president in charge of manufacturing, accepted the award of merit on behalf of management. In his acceptance Mr. Englund paid tribute to the efforts and cooperation of the foremen and employees in achieving this record.

★ ★ ★

WILLIAM L. HUBBARD, until re-

cently president of Norma-Hoffman Bearings, Inc., Stamford, has joined the Fafnir Bearing Company as director of overseas development.

Mr. Hubbard's initial task will be to investigate methods by which certain specialized lines of Fafnir bearings can be made more available to customers abroad in spite of currency and other restrictions. In this connection he will investigate opportunities for Fafnir to expand the scope of its foreign operations through such possibilities as warehouses, branch assembly plants, licenses to manufacturers abroad or the acquisition of foreign bearing companies.

A native of England, Mr. Hubbard came to the United States in 1949. Before that he was commercial manager of the Hoffmann Manufacturing Co., Ltd., major English bearing firm, and president of that concern's Belgian and Netherlands Divisions.

★ ★ ★

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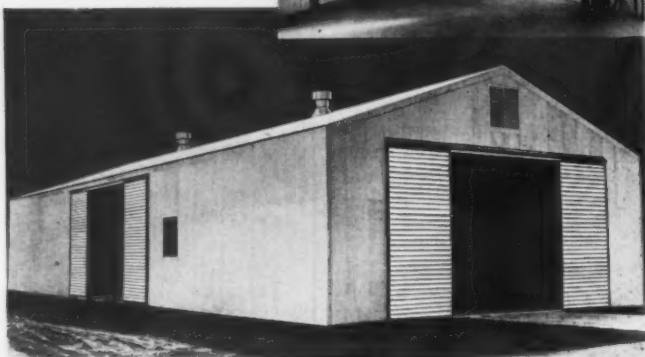
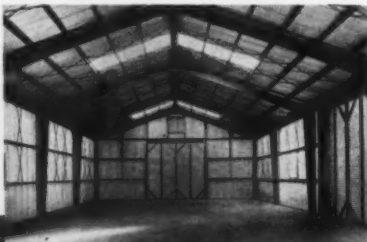
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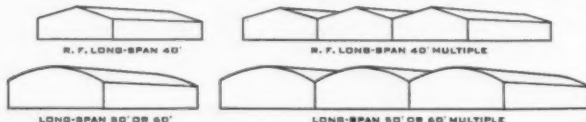
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tributors of stapling and stitching machines, has announced that it will move from Pawcatuck, Conn. to East Greenwich, Rhode Island, from which it moved ten years ago to occupy the Hamilton-Standard Propeller plant.

The company announced it will build a modern one-story building on 90 acres of farm land. The new plant will be designed to allow expansion in three directions. Plans call for it to be completed in the fall of 1956.

★ ★ ★

CHESTER BLAND of West Hartford has been elected president of Colt's Mfg. Co., Hartford, succeeding B. F. Conner who retired recently.

Mr. Bland is also president of several other concerns, including H. P. Townsend Mfg. Co., Bland Industries, Inc. and Bland Burner Co., all of Hartford; Ohio Electric Co., of Holyoke, Mass. and the ABC Burner Co. of Quebec, Canada.

Colt's manufactures revolvers, automatic pistols, machine guns, commercial dishwashing machines, plastic products and packaging machinery.

★ ★ ★

A NEW 24-page booklet published by Waterbury Farrel Foundry & Machine Co., Waterbury, illustrates and describes the company's line of gang slitters and accessory equipment for warehouse and factory use.

The booklet covers both standard and custom-engineered slitters ranging in size from hand-operated, bench mounted slitters to fully automatic slitting lines. Three basic types of Farrel units are discussed: (1) Conventional driven slitters (2) Pull-through slitters and (3) Combination slitters. Cutter diameters of the units covered range from 3" to 16".

Discussed and illustrated in detail are payoffs and coil boxes, loaders, straighteners, feed rolls, back rolls, cutters and spacers, stripper fingers, various types of scrap disposal attachments, winders and coilers.

Free copies of this new two-color booklet are available by request on company letterhead from the company. It is Circular No. 898-S-2.

★ ★ ★

A NEW, LOW-COST Utility Height Gage for tool and die makers, layout men, inspectors, and others requiring the tool, is now available from the C.M.T. Company, North Road, Cromwell.

Said to be unique in design and versatile in operation, the gage has reversible heads that permit gaging from the surface plate to a height of fourteen inches. Accuracy is controlled by first locking the coarse adjustment knob in approximate position, and then moving the fine adjustment to "zero-in" the indicator. It is fully described in a new circular available from the company.

★ ★ ★

ARTHUR N. JOHNSON has been promoted to assistant director of public relations for Chase Brass & Copper Co., according to an announcement made by Rodney Chase, vice president in charge of public and industrial relations.

Mr. Johnson is editor of the Chase News, employee publication of the company now in its 12th year.

Mr. Johnson joined Chase in 1943 after twenty years in the newspaper business. He started the new employee publication at that time, and about four years ago supervised the launching of the Cleveland, Ohio, edition of Chase News, which he serves as editor-in-chief.

★ ★ ★

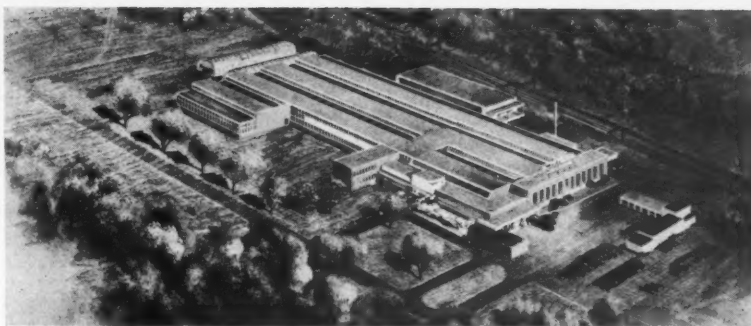
WILLIAM GIBB, JR., chief accountant of Flexible Tubing Corp., Guilford, has been elected secretary of the corporation.

Mr. Gibb, who joined Flexible Tubing in November 1950, as chief accountant, was formerly chief cost accountant of Roberts & Mander Stove Co., Hatboro, Pa. During World War II he served as senior auditor of the Signal Corps' Contract Termination Agency.

A graduate of Bentley School of Accounting and Finance, he is a member of the National Association of Cost Accountants.

★ ★ ★

PLANS for the largest plant expansion in the history of the Atlantic Plant of U. S. Electrical Motors, Inc., have recently been announced. The plans call for the erection of 63,000 square feet of additional manufacturing floor space. The original plant was constructed in 1940 and was expected to be adequate for at least two decades. A continuing high demand for its diversified line of motors, variable speed drives and gear reduction units resulted



ARCHITECT'S drawing of U. S. Motors' Milford, Conn. plant when new expansion is completed.

in an extensive plant expansion program completed in 1949. A steady and substantial increase in business in the years since then has created the need for the additional plant facilities, according to the company.

By centering its manufacturing in Milford, U. S. Motors has made this section of Connecticut a real motor center to which eastern manufacturers can look for a supply of motors of practically any type. A staff of factory service engineers cover the entire Eastern area to study the requirements

of customers and make recommendations based upon reliable engineering knowledge.

★ ★ ★

THE ARMSTRONG RUBBER COMPANY of West Haven was joined by seven other tire manufacturers in the recent acquisition of a large synthetic rubber plant in Louisiana.

The Federal Government sold the plant, the Copolymer Corporation of Baton Rouge, La., to private industry

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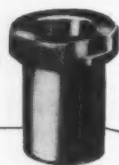
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for 10 million dollars as one of a series of sales under the Rubber Producing Plant Disposal Act.

Now operating in its own facilities, the Baton Rouge plant has been re-named the Copolymer Rubber and Chemical Corporation. Subscribing companies will buy the bulk of the synthetic rubber produced at a fair price competitive with the rest of the synthetic rubber industry.

★ ★ ★

PHILIP R. MARSILIUS, vice president of The Product Machine Co., Bridgeport, and **Richard F. Moore**, president of Moore Special Tool Co., Inc., Bridgeport, have been named to fill top committee posts for the National Tool & Die Manufacturers Association, it has been announced by **Jerome H. Stanek**, association president.

Mr. Marsilius has been named chairman of the Government Relations Committee and Mr. Moore will be vice chairman of the Apprenticeship Committee.

Mr. Marsilius, who is treasurer of the association, will also serve on the Finance Committee. Mr. Moore, a past president of NTDMA, will also be a member of the Business Conduct and Apprentice Training Manual Committees.

The association represents 900 of the nation's leading contract tool, die and special machine shops.

★ ★ ★

THE BOX FACTORY section of The Robertson Paper Box Co., Montville, has been presented "Safety Improvement Awards" in recognition of its outstanding achievement in safety and the reduction of disabling injuries during 1954. The awards were presented by the National Safety Council and the Folding Paper Box Association of America.

President **Ned H. Dearborn** of the National Safety Council, in his congratulatory letter, stated that the award resulted from the success of the company's continued safety efforts. Executive Director **A. E. Murphy** of the Folding Paper Box Association wrote to **Ralph A. Powers**, Company president, saying that this award was presented because of the good job the company is doing in advising and encouraging its employees to be more conscious of injury free production.

The Safety Committee of the company is composed of the company presi-



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dent, department heads, superintendents, foremen and department employee safety representatives.

★ ★ ★

THE SOMMA TOOL COMPANY, Waterbury, has introduced a unique high precision gage for use in the checking and sharpening of circular form tools used on automatic screw machines. Its name, the Scribe-Chek Cutting Edge Gage, describes its function.

It is said to permit "scribing" of the exact cutting edge required on the tool (with or without top rake) and visual checking of the results after sharpening. Conversely, where a particular cutting angle has been established through experimentation, it can be measured and consistently reproduced thereafter.

Structurally, the Scribe-Chek consists of a plate with center stud which screws into the threaded hole on the circular form tool. Set into the plate are two rotating dials, their centers located at the outside diameter and offset distance of the particular size tool for which the gage is made. One of the dials is for checking. The other is for marking form tools for grinding.

★ ★ ★

THE APPOINTMENT of Edwin H. Ahlefeld, Jr. to the position of assistant general sales manager of Farrel-Birmingham Company, Inc., Ansonia, has been announced.

Mr. Ahlefeld joined Farrel-Birmingham in 1945 following four and one-half years of service in the U. S. Navy. He was a special sales representative connected with the Farrel Buffalo, New York plant until 1947 when he was transferred to company headquarters in Ansonia. In 1950 he was named manager of the Banbury mixer sales division, the position he held until his present appointment.

★ ★ ★

PRODUCTION PROBLEMS encountered with unusual internal bore shapes are readily solved with special mandrels. Two such special mandrels recently designed and produced by the LeCount Tool Works, Inc., Hartford, are a seven jaw mandrel and a four jaw mandrel. Both were for precision production work and were delivered with guaranteed concentricity of .002" T.I.R.

Similarly both of these specials in-

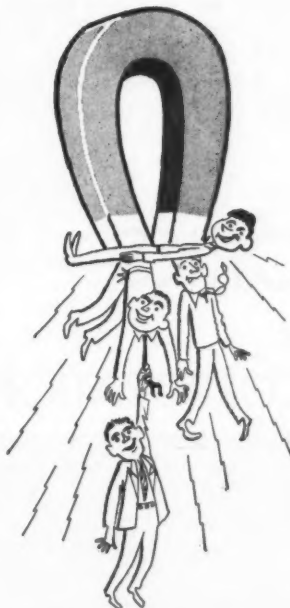
corporate LeCount's expanding and hand manipulation features.

★ ★ ★

THE APPOINTMENT of Edward L. Hadley as general traffic manager of Underwood Corporation, manufacturer

of business machines, has been announced.

Mr. Hadley, who began his career as a trainee in 1947, is a graduate of Harvard University and former traffic manager of the company's typewriter plant at Hartford.



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Some of the advantages of our plan are: no initial outlay; no payments in profitless years; immediate death benefit to the profit sharer's family; important tax economies to the profit sharer, his family and the firm.

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A member of Delta Nu Alpha transportation fraternity, Mr. Hadley also served as an assistant foreman in the plating department at the Hartford Works before his promotion to shipping foreman and traffic manager there.

★ ★ ★

JOHN D. DEWHURST, president of Arrow Tool Co., Inc., Wethersfield, has been named chairman of the National Tool & Die Manufacturers Association's Safety Committee.

Mr. Dewhurst will also serve on the association's Planning, Apprenticeship

and Apprentice Training Manual Committees.

★ ★ ★

A "GOLDEN DAYS CLUB" has been established by C. H. Dexter & Sons, Inc., of Windsor Locks, paper manufacturers. The club's membership includes only those employees who have served the company for many years, and who have become eligible for retirement under the firm's retirement plan.

The first meeting of the group was held at the Terminal Restaurant at

Bradley Field, when President Dexter D. Coffin, Sr., presented engrossed scrolls to retiring employees.

★ ★ ★

THE GREIST MANUFACTURING CO., New Haven, has purchased all the stock of the Air-Marine Motors, Inc., of Amityville, New York and Los Angeles, California, it has been announced by Merritt D. Vanderbilt, Greist president.

The Air-Marine Company, which manufactures subfractional horsepower electric motors, fans and blowers, will be a wholly owned subsidiary of Greist.

The New Haven firm makes sewing machine attachments, photographic equipment and other precision products.

★ ★ ★

HERBERT H. PEARCE, factory superintendent of The A. C. Gilbert Company, New Haven, has been named to the newly-created post of marketing development manager, it has been announced by A. C. Gilbert, Jr., president.

Mr. Pearce, who was factory superintendent since 1947, will be responsible for the development of new markets for the more than 200 products which the Gilbert Company manufactures in the field of educational toys, electric trains and electrical appliances. He will supervise all market development operations throughout the United States.

★ ★ ★

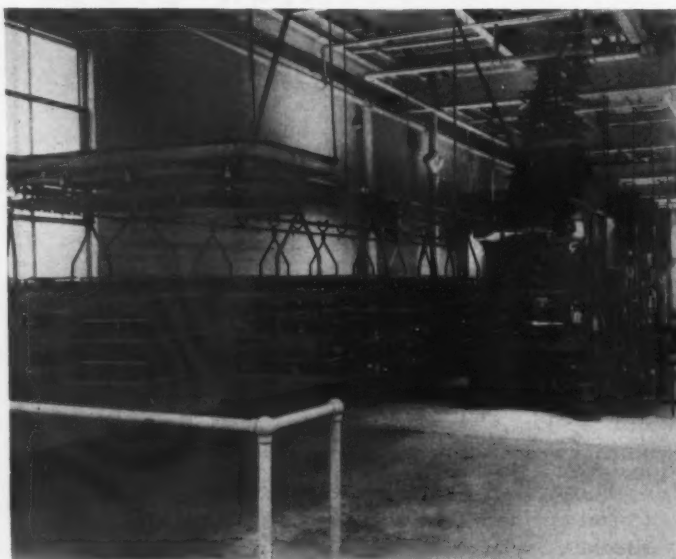
THE HAYDON MANUFACTURING COMPANY, INC., of Torrington, has announced the availability of a new drier timer especially designed and developed to provide appliance manufacturers with an improved means of regulating the timing cycles of home clothes driers.

One of the basic elements of the timer is said to be the dependable synchronous motor developed by Haydon as a result of their long experience in the timing field. The motor features a unique, advanced design and greatly simplified construction. The entire timing device is completely enclosed, effectively sealing out dust, lint and other breakdown materials.

★ ★ ★

ACCORDING to an announcement by Walter E. Ditmars, president, The Gray Manufacturing Company, William L. Folkerts has been named direc-

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A LEEDS CONVEYOR applied at Dictaphone Corporation, Bridgeport, Conn. for the production of Dictaphone Dictating and Transcribing Machines.

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tor of the newly created product research division of the company.

Mr. Folkerts will concentrate on new products and improvements to existing products, working closely between Gray's field organization and the engineering department.

He joined Gray's New York office staff in January 1940. During the war he served three years with the Signal Corps and returned to Gray after his release from duty. In 1947 he was transferred to the Hartford plant as national service manager of the Autograph Dictation Equipment Division.

★ ★ ★

A NEW LINE of two-piece spherical bearing rod ends, with bore sizes ranging from $\frac{1}{8}$ " through $1\frac{1}{4}$ " has been announced by Spherical Bearing Corp., Stratford, manufacturers of spherical bearings and rod ends under the trade-name "Spherco". Available in both male and female types, the rod ends feature simplified two-piece construction with the lubrication fitting an integral part of the rod end member.

In manufacture, the forged outer member is swaged around a high quality and precision steel ball in a carefully controlled process to give an inseparable assembly with high resistance to vibration and impact loading. Three series are offered: Aircraft, Standard and Commercial, differing only in tolerances and materials of construction.

★ ★ ★

RESEARCH and development by The Ames Laboratories, Inc., South Norwalk, has resulted in the synthesis of a new substance which chemically prevents skin formation in printing inks and silk screen enamels. Called INK-SAV, it is said to be a true anti-skin-

ning agent which is colorless and volatile and which will evaporate when the ink is used, leaving no residue.

INK-SAV offers these additional features: It combines with driers and prevents them from attacking the ink during storage; it contains no wax, and will not clog type or fill the etch of offset litho plates; will not interfere with the color or drying rate of any ink. It is applied either by spraying on the ink surface or by mixing with left-over inks at proportions of one quarter ounce per pound of ink.

Another product of Ames Laboratories, PAINT-SAV, has been developed to eliminate the necessity of straining paint or removing the unusable skin. This solution will prevent the oxidation and the drying of paint oils while the paint is stored in partially-filled containers.

★ ★ ★

NEW LITERATURE on their line of Thrust Retainers and Washers has just been published by the Hartford Steel Ball Company, Hartford, manufacturers of precision balls, retainers and formed bearings. The literature contains information on retainer selection, uses, applications and advantages, installations, lubrication as well as charts on dimensions and thrust capacities.

Hartford Thrust Retainers are manufactured with many types of balls, including precision chrome alloy, stainless steel, brass or nylon. They are said to be extensively used on light machinery, power tools, electrical appliances, typewriters, electronic devices and hardware items.

★ ★ ★

VERNON E. HUPP, JR. has been appointed assistant service manager of

Portable Partitions Serve Fenn Mfg. Co.



Fenn Mfg. has one of Barney's custom-made Portable Partition installations in the general offices. A spokesman for Fenn stated: "Worth its weight in gold . . . we can achieve the change-about we need from time to time . . . and then restore the original layout or arrange a new one as special conditions demand". Ask Barney's for details.



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United Aircraft Service Corporation for Hamilton Standard products, Robert W. Russell, vice president of the corporation, has announced. Mr. Hupp fills the vacancy left by Ted C. Fisher, who has won a Sloan Fellowship for executive development at Massachusetts Institute of Technology.

Mr. Hubb, a native of Jefferson, Iowa, graduated from Purdue University in 1942 and immediately joined Hamilton Standard as an engineering trainee. He was transferred to United Aircraft Service Corporation where he has risen through the ranks of junior service engineer, service engineer, service representative, senior service representative and supervisor of field service engineering.

★ ★ ★

THE DESIGN and construction features of Waterbury Farrel Series "E" single acting, open back, power bench presses are presented in a new twelve-page illustrated booklet recently published by Waterbury Farrel Foundry and Machine Co., Waterbury.

A variety of work samples are shown to indicate the application of these presses to closing, riveting, light blanking, stamping and piercing operations.

Construction features covered in the bulletin include the frame, gates, crankshaft and connection, clutch, lubrication, motor drive and accessory equipment. Free copies of the new bulletin are available from the company.

DESCRIBED as the nearest thing to a completely automatic dictation instrument, a new model, called Audograph V, has been announced by The Gray Manufacturing Company, Hartford.

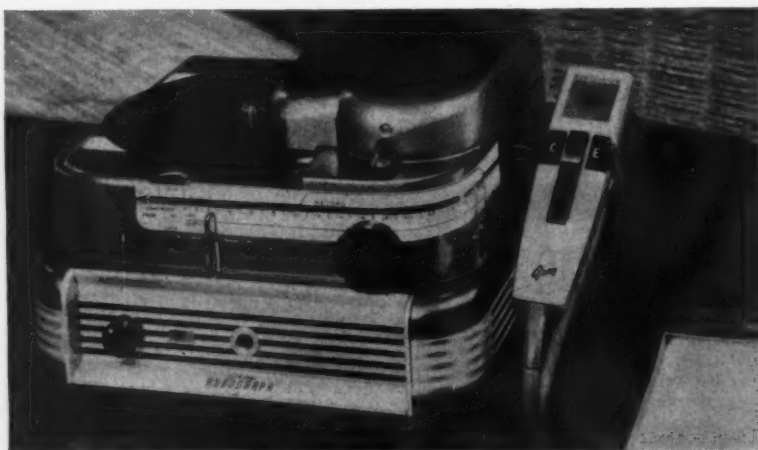
Featuring a new, "full control" microphone, and high-fidelity voice reproduction, the new model is substantially lighter in weight, while retaining the ruggedness of construction that makes the Audograph a truly portable instrument, the announcement said.

With the pushbutton controls under the user's thumb on the nylon plastic hand microphone itself, there is no more groping around for the right lever on the machine to work the various controls. The high fidelity voice reproduction incorporated into the new model is the result of Gray's years of experience in making playback tone arms for radio and television high fidelity equipment.

Other features of the new instrument are the "Automatic Voice Leveler," which makes for even recording whenever more than one person uses the machine; "Micro-Groove Discs," which are unbreakable and can be filed for permanent use; and "Constant Linear Speed", an exclusive Gray principle embodying a stationary recording and reproducing head.

★ ★ ★

A COMPLETE LINE of three-position switch controls for air conditioning units has been announced by The Arrow-Hart & Hegeman Electric Company, Hartford. Featuring maintained



FEATURING a completely new "full control" hand microphone and high fidelity voice reproduction, this new model Audograph V is now in full production at The Gray Manufacturing Company, Hartford.

contact, these three-position switches have an "off" position in the center. It is impossible to switch from one circuit to the other without first stopping at the center before moving the switch lever to the second position.

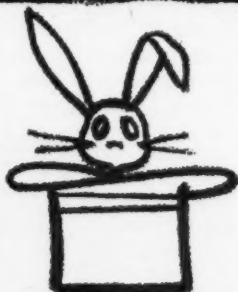
Included in this line of air conditioning switches are lock switches for industrial installations or public buildings where it is important that tampering be prevented to insure security.

★ ★ ★

TYPE EE UNDERWRITERS' LABORATORIES approval has been granted Yale K51 electric fork trucks in capacities from one to three thousand pounds, giving The Yale & Towne Manufacturing Company, Stamford, a complete line of hazard proof trucks from 1000 to 10,000 pound capacity.

According to the manufacturer, with this wide range of trucks approved for use in semi-hazardous operations, many new areas in industry have been opened up for implementation of the labor and cost cutting benefits of industrial lift trucks.

To meet the specifications laid down for approval protective devices are fitted to the truck to reduce the possibility of the vehicle acting as a source of ignition for fire. Trucks so equipped and sanctioned are designed for insured usage in locations where there is the potentiality of a hazardous gas or dust laden atmosphere which under unusual circumstances could form in density around the electrical equipment and present danger of fire.



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CONSOLIDATED DIESEL ELECTRIC CORP., Stamford, has recently announced plans to occupy the former Atlas Powder Co. buildings at Ludlow and Canal Streets.

Norman I. Schaffer, president of the firm that makes a variety of self-pro-

pelled power plants and other generator equipment, much of it for the armed forces, said that the company will also continue to use its present facilities with the exception of the office building occupying about 5,000 square feet of floor area.

WELDMENTS

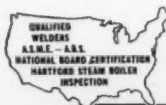
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FIRST of its type in civilian use is this airplane tire test wheel recently installed at the West Haven plant of The Armstrong Rubber Co.

THE INSTALLATION of an airplane tire test wheel, the only civilian wheel of this type in the country, at the West Haven plant of The Armstrong Rubber Company, West Haven, has been announced by Armstrong President Frederick Machlin.

The new test wheel, which weighs approximately forty tons and measures ten feet in diameter, simulates airplane landings beginning with the touchdown speed of 250 miles per hour and decelerating to a full stop in the required time. Although at the present time no airplane makes a landing at such a high speed, the jet-propelled airplanes of the future will require tires to withstand these high speed landings.

★ ★ ★

A NEW CONNECTICUT PLANT, built in the village of Canaan by a local contractor, has recently been leased to Survival Equipment Corp., a subsidiary of Aviators Clothing Company, which operates plants in Millerton and Beacon, New York.

The Connecticut plant will manufacture life rafts, survival kits, R-1 exposure suits and M-1 "impermeable suits" used in chemical warfare. John E. Liebmann, company president, stated that by October of this year the plant should be in full operation with jobs for more than 150 persons.

The Dignity of Man's Individualism

(Continued from page 17)

The loss of human dignity is always chaos. The medium upon which this chaos rides is relatively unimportant. The result of tampering with man's right of speech, right of worship, right of choice of employment, etc. is always the same—spineless men and women, moved and swayed as reeds in the wind, prostituted at the hands of a few. The "get-tough" policy of some of America's labor union heads fortified by threats of violence to both those within and without its ranks, has produced a strange "conformity" among men and women, quite analogous to a bed of pansies, nodding their heads with every passing breeze, hardly daring to ask how or why.

So effective has been the ruthless harnessing of mankind under the banner of conformity, that at the voice of a Hitler millions walked into hell and death hardly daring to ask why or what. So effective is the psychology of mass regimentation that at the wave of a Mussolini hand, masses scurried in wretched obedience. So effective is the blinding glitter of conformity that at the ultimatum of a John L. Lewis thousands of Americans pitifully face poverty and unprecedented hardship, rather than rise above the level of conformity.



Is he your
next carton
customer?

Depends on whether it's your name on the back of that smart-looking direct mail piece he's studying. Or your signature on that eye-catching ad at his elbow.

They're both going to work right now, rounding up inquiries for plenty of wide-awake boxmakers and independent converters. If you're not yet one of them, now's the time to sign up for Gair Boxboard's new Business Builder Program. Here, for the first time in the industry, is a complete sales promotion package designed to help you get new business.

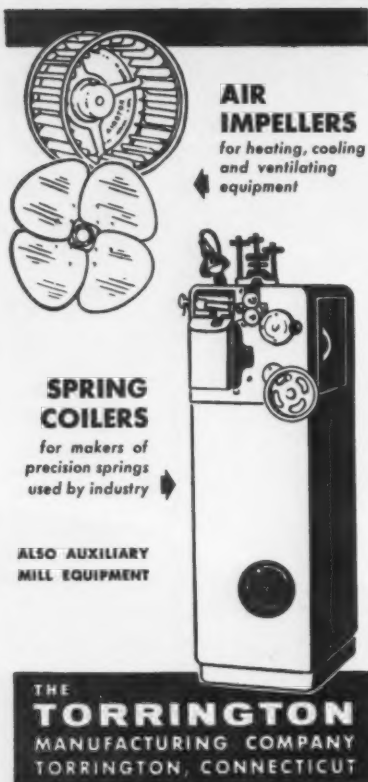
It includes hard-hitting direct mail pieces — the one shown is only the first in a series — lead-producing ad mats, eye-catching classified phone book ads, and all the basic sales literature you need. What's more, it's absolutely free (including imprinting of your name and address) to any user of Gair Boxboard.

How do you get this help? One phone call or card to your nearest Gair Boxboard plant is all it takes. One of our men will show you the whole package — get you started right. No time like the present!



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B.S.11



AIR IMPELLERS
for heating, cooling
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SPRING COILERS
for makers of
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TORRINGTON
MANUFACTURING COMPANY
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America, the world's last stronghold of individual rights, is moving in the direction of unprecedented trends. The hue and cry is one of conformity. From seemingly a thousand voices comes the staccato call "conform or else." Unfortunately the "else" has all too often been followed up by barbarous demonstrations of violence against American communities, societies, against man's rights, and his individuality itself. The rock on which American labor and trade unionism is most apt to split from the ideals of American democracy is that bitter-sweet passion of faction which will admit no mediation and demands the extinction of all opposition. Unless some means is found to assuage labor's elements of violence, democratic unionism dissolves and re-emerges as a hostile autocracy, and carries with it the seeds of totalitarianism so despicable to the eyes of the world. The admission of bloodshed marks the determination of stout-hearted Americans who refuse to surrender the concept and principle of individual rights. Sweeping political, labor, and even religious platforms have from time to time been introduced in America, often

arbitrarily designed to submerge the nation's intelligence and its freedom of individual rights under the whim and fancy of collectivists puppets.

American freedom, the dignity of the American working man, the respect of his individual rights stands as much to be shattered in part at the hands of "closed shop" demands as at the hands of foreign communist aggression whose concept of individual rights reflects but a woefully "closed mind." Labor leaders in America, having achieved a worthy measure of success, do well to consider that capitulation is as possible as success. The rights of the individual, be it labor or management, need always be sacredly guarded. "Right-to-work" laws are, in segment, but an affirmation of America's basic existence. Founded upon the premise that all men shall be free, America continues to uphold that spiritual heritage, and applies the principles even to the right of selectivity in employment. The silver rule of the Good Book, "six days shalt thou labor and do all thy work" permits a full six days of labor, if desired, without commitments to a third party or organization.

HERE ARE FIVE PROFIT-MAKERS AVAILABLE FOR YOUR CONSIDERATION

RESEARCH & DEVELOPMENT DIRECTOR—Top-grade executive Engineer with an inclination toward Research, but with a faculty to follow through from theory to production. Management background has been diversified and extensive in scope with two "Blue Chip" national firms. Has the rare ability to conceive, design, develop and finally to set up production procedures. Background of 18 years in automation and control problems, servo-mechanisms, gyros, systems and computer techniques is unusually heavy and complete and includes sound, practical, on-the-job mechanical training. Location: New England. Education: B.S.E.E. (Honor Fraternity) Salary: \$25,000.



Chairman of cost control and job evaluation committees; supervision and preparation of financial reports; analysis studies of all phases of the business as a basis for policy decisions, data preparation used in renegotiation of government contracts.

Experience is diversified, covering cast plastics and extrusions; wire insulating and cabling; drop forging; fabrications of metal parts and assemblies.

Forties, married, outstanding appearance and ability; combines analytical type mind with management thinking.

Will relocate anywhere in New England.

Salary range: \$12,500 to \$15,000.

SALES MANAGER, BRANCH MANAGER OR SPECIAL TYPE SALES—Outstanding record sales, administration, and office supervision in heavy industry allied to steel, cast iron, malleable iron, concrete, pressure pipe, foundry products, and hydraulics. Also considerable knowledge of non-ferrous products. Neat, high type, poised, very effective in rather unassuming way. Gets things done. Status: married, dependents, college graduate. Location: Anywhere. Salary: \$10-\$18,000.

MANUFACTURING EXECUTIVE—A specialist in the fabrication of light sheet metals, including stainless steel, aluminum, copper, everdur, and mild steel. Expertly trained in sheet metal tooling, all forms of welding, pressing, forming and precision machinery. This very capable young man is currently employed as Manufacturing Manager in a successful metal fabricating operation responsible for all production operation and 500 employees. He is also highly skilled in sheet metal design, product development, and manufacturing engineering. Has an excellent technical education. Now only 39 years of age, this outstanding young man is seeking greater responsibilities and a challenging opportunity. Current earnings, \$11,000.

TREASURER—CONTROLLER—Extensive background as chief financial officer, devising and installing complete cost program;

MECHANICAL ENGINEER WITH OUTSIDE SALES CONTACT—Mechanical Engineering graduate M.I.T. and Master M.E. Yale. Knows mechanical power transmission equipment, gears, and gear reducers and OEM's in New England. High type, creative minded, excellent executive potential. Status: Early 30's, married, dependents. Location: New England. Salary: \$10,000.

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MAC SERVICES TO INDUSTRY

YOUR Association in its many programs recognizes two responsibilities. One is to speak and act for the group as a whole at levels and through media that cannot be reached by the individual. The other is to provide information and guidance to members so that they will contribute their full part to the overall program.

In the May issue (this magazine) "An Affirmation of Purpose" for the Association was published officially for the first time. Guided by these principles, the Association has been able to act in the best interest of its membership, industry as a whole and the people of Connecticut.

Subsequent issues will outline the many services rendered by the Association. In this column let's take a quick glance at *what MAC is* and *what MAC does*.

THE HISTORY of the Manufacturers' Association of Connecticut goes back to 1815 when "The Society for the Encouragement of Connecticut Manufactories" was organized. It was incorporated in 1910 and formally named The Manufacturers' Association of Connecticut, Inc.

ITS PRODUCT is wrapped up in one word—**SERVICE**. Connecticut is an industrial state; it can be no other. What helps industry helps Connecticut and its people.

THE ORGANIZATION is non-profit, operating as a corporation in Connecticut with offices at 928 Farmington Avenue, West Hartford. It has a paid staff of nineteen people who are under the direction of the member manufacturers through their elected officers and directors.

ITS PERFORMANCE is in two directions—to help manufacturers operate in a profitable, job-making economy for the benefit of their share-

holders, their employees, their customers and the people of Connecticut—to help manufacturers develop understanding of their social and economic responsibilities and to maintain channels of communication to help the public understand industry's contribution to the economic and social welfare of Connecticut's people.

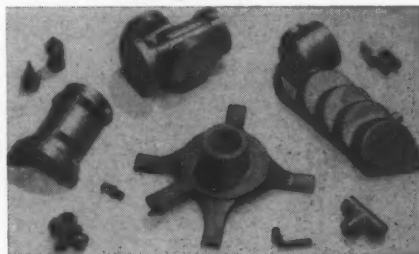
ITS CUSTOMERS include approximately 1,400 member companies that receive its many services. The total membership of the MAC employ over 95 per cent of the industrial workers in the state. Member companies em-

ploy anywhere from one to 45,000 persons.

ITS SERVICES are no further away from a member than his phone. Phone inquiries are answered all day long. Correspondence that would stagger the most rugged mail carrier flows in and out of the MAC offices each day. This strong pulse beat is maintained by nineteen administrative and departmental staff persons whose experience, training and knowledge are continuously applied to the problems that face manufacturers. A specialist on the staff can help with a problem wherever a member may be or whatever question he may have. Organization-wise the MAC is highly departmentalized. However, each member of the staff is sufficiently resourceful to find the answers to many problems outside of his regular field whenever required.

THE COST of annual dues is based on the number of people employed by a member company. If that number is less than 50, dues are \$30. If the number of employees exceeds 50, the dues are graduated upward based upon average employment for the four quarters of the previous year.

GOOD PRODUCTS BEGIN HERE



Dependable Fritzell castings add sales appeal to your products through

- Improved appearance
- Better performance
- Longer life

because every batch of Fritzell castings are porosity-free, uniform in mechanical and structural strength.



WRITE or PHONE today for further information
Pattern facilities available

Since 1916, Fritzell has met the challenge of industry by providing the intricate, sand-molded castings needed to keep pace with ever-improving products. Today, "If nobody else can make it, send it to Fritzell," is the unwritten law of many leading manufacturers.

Products using Fritzell castings look better, perform better, sell better.

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Foundry & Casting Co.

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BRASS, BRONZE & ALUMINUM CASTINGS
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Connecticut—Its Industrial Importance

(Continued from page 15)

ence of our high standard of living within the state.

In my opinion, we are entering a fabulously successful period. I see nothing on the horizon that will prevent

Connecticut from attaining a higher and higher standard of living.

Even without any increase in the standard of living, our population is growing so rapidly that more and more people must be supplied with consumer goods. Now that they have tasted a higher standard of living, they are never going to be satisfied to lower

this standard. In fact, they will want it to go the other way.

Connecticut has much to offer in this new and greater industrial development period but we cannot achieve our goal by complacency. We must, as individuals, do our part to keep Connecticut manufacturing versatile, vigorous and virile.

Personnel Association Holds Fifth Annual Conference

(Continued from page 13)

creases according to the responsibility each individual assumes, but the major employe organizations "fight tooth and nail" for flat pay increases.

This results, Mr. Lyons said, in an attitude among employes to pick the easiest job because he will receive the same pay anyway.

The average post office employe is suspicious of any increase other than the flat rate, he revealed.

His attitude is that the employe with the most difficult and most responsible job should be paid more, and that good work—not seniority should be the basis for reward.

★ ★ ★

Anthony E. Feil, industrial relations director at Singer Manufacturing Co. Bridgeport plant, was elected president of the association at a meeting held at the Bullard Co. plant in May. He succeeds Joseph J. Morrow of Pitney-Bowes Inc., Stamford, who served as president during the past year.

Other officers are as follows: Gordon W. Keeler, assistant director of industrial relations, The American Brass Co., Waterbury, vice president; Douglas W. Loring, assistant vice president, industrial relations, Southern New England Telephone Co., New Haven, secretary; Rudolph A. Meyer, labor supervisor, American Brass Co., Waterbury.

The executive board members follow: Mr. Morrow; Robert M. Engberg, general office manager and assistant industrial relations manager, R. Wallace & Sons Mfg. Co., Wallingford; Ellsworth S. Grant, vice president and industrial relations director, The Allen Mfg. Co., Hartford; Robert B. Chappell Jr., industrial relations manager, Electric Boat Co., Groton; and Raymond S. Mann, personnel manager, The Barden Corporation, Danbury.

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Today 2,430 Connecticut doctors (88% of all the surgeons, specialists and general practitioners in practice in the state) are CMS Participating Physicians.

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Connecticut Industry on the March!



HOLO-KROME EXPANDS AGAIN...AND AGAIN!

The ingenuity of Yankee craftsmen has never been lost. For this native skill of hand and mind is passed on from father to son . . . and these natural skills and inventive talents grow ever-greater as the years go on. It is this native ingenuity which keeps all New England and our own Connecticut great and growing—and it is this same resourceful spirit which is responsible for HOLO-KROME's continual growth and expansion.

HOLO-KROME has just completed its newest major addition in a long series of expansion moves to increase its productive capacity. And, by the time you read this, ground will be broken for still another addition to the HOLO-KROME plant.

This, we believe, is a fitting occasion to thank and pay tribute to all those who have been responsible for spreading the name and fame of HOLO-KROME Socket Screws across the land . . .

Our deepest thanks, of course, are due the particular skill and technical ability (*the Yankee ingenuity*) of all the men and women at HOLO-KROME whose high standards of craftsmanship and service are directly responsible for the quality of our products and, thus, the continuous growth of our company.

The finest product in the land has to be *sold*. And the chief responsibility for the sale of our products rests on the shoulders of HOLO-KROME's own sales team and its nationwide corps of authorized industrial distributors.

For a job superbly done, our especial thanks to this great organization which serves as the lifeline to American industry!

The handsome new addition to our plant is the work of Standard Builders, Inc., its sub-contractors and material suppliers. Soon this fine team will be busy at work on still another addition to the ever-expanding HOLO-KROME plant.

Yes, *Connecticut industry* and HOLO-KROME are on the *March*—thanks to the spirit and ingenuity of its great people!



Yankee ingenuity is not the exclusive property of New Englanders. It is possessed, as well, by people who have come to us from many lands. Inspired by what they have found here, their alert minds and skilled hands have, in turn, enriched us all.



HOLO-KROME

THE HOLO-KROME SCREW CORP. • HARTFORD 10, CONN.



PUBLIC RELATIONS

BY A. F. KACYNSKI

Public Relations Director

THE discovery of a polio vaccine is one of the bright chapters in the history of medicine. The way it was announced and "promoted" is one of the dark chapters in the history of public relations.

"The hucksters stole the show," stated The Plainville News. There were weeks of advance buildup, guessing of results and leaking drops of information to the press.

The National Foundation for Infantile Paralysis, public relations campaign for the Salk anti-polio vaccine trials was handled in a calm and eloquent manner. Direct communication to the public created a close identity with the Foundation. The scientific story was told in simple, accurate and understandable language. The public never felt that its children were to be used as guinea pigs.

Then the hucksters stole the show with their ballyhoo. There was a scare and panic when children contracted polio after being inoculated with vaccine from a West Coast firm. There were whispers of a black market and there was *politics*.

However, the latest chapter in public relations is not all black. Cutter Laboratories, producers of the "lethal" vaccine acted quickly in the face of bad press and a severe blow to their reputation. Executives moved fast to prevent any further use of the material even though no one knew whether the vaccine was "lethal" or not.

First, Cutter called the news services, then the radio and television stations, then the newspapers. Also, executives notified its distribution centers and sales offices across the country asking them to call in all supplies and to pass the words to all users.

All this was done within 38 minutes after receiving word that the Cutter product was withdrawn from the ap-

proved list. There was no evidence then, or at this moment for that matter, that the Cutter vaccine was at fault.

There was no panic at the Cutter plant in spite of the feverish activity set off by the withdrawal of their product. Telegrams and letters flooded the Cutter offices but only 2 per cent of them were critical.

Company officials, relying on the care taken in production of the vaccine and some 350 other products, described the laboratory techniques used in the final tests for safety and effectiveness of the vaccines. They stood by their record of 50 years of producing vaccines—admitted everything and held back nothing.

Cutter's public relations was excellent. They knew that this was an emergency. This was no time to hide. They knew the sudden event would cause the press, radio and TV stations to want the information as quickly as possible. They knew if they hid their head in the sand the communications media would prepare some kind of story on their own. Cutter public relations offered all media as much information as they could in 38 minutes and undoubtedly prevented inaccurate stories.

The problem can never be laughed off, but no matter what happens Cutter acted in the best public relations tradition and has partially rewritten the dark chapter in the history of public relations created by the hucksters.

If you were a manufacturer of polio vaccine and some of the 500,000 children inoculated with your product started coming down with infantile paralysis, what would you do? You probably would move fast to prevent any further use of the material providing you were geared to do so. But what if you gave no thought to fire until the fire broke out, would you be equipped to fight the blaze?

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- Removing Grinding Marks
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- Deburring
- Polishing
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As the largest tumbling job shop
in Connecticut, we offer

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- Greater Uniformity
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If you have your own tumbling department, let us tell you about ESPEC Field Engineered Equipment. Abrasives and Compounds. They give superior results at substantial savings.

ESPEC TUMBLING DIVISION

TUMBLING

SALES & SERVICE CO.

26 Charles Street, Meriden, Conn.

Member: The New England Council
Manufacturers' Assn. of Connecticut

If a factory boiler exploded in your plant killing several workers, would you be equipped with the tools to put out the public relations fire and correct misinformation before it blazed out of control?

There is a more important phase of public relations which could be called, in this analogy, "fire preven-

tion." This phase encompasses projects designed to disseminate the truth about industry, thus correcting misinformation even before it starts to smoke.

Every industry public relations program should be set up to do *both* of these jobs—always with the hope that every resource and energy can be poured into fire prevention.

A Cardinal Public Relations Principle

Nothing so quickly and thoroughly destroys good public relations as deliberate misrepresentations. A slick press agent sometimes puts one over on the press, and in turn the public, but he is not likely to be available for a repeat performance.

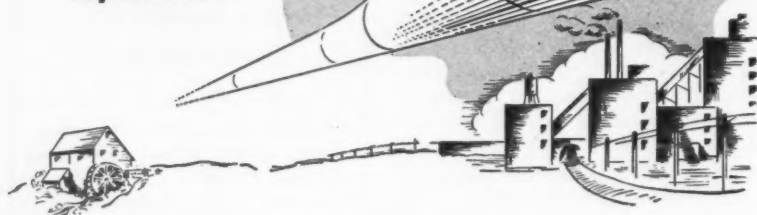
The newspapers who have so much at stake, professionally and financially, in meeting the needs of their audiences, will naturally expect that what they get from you is accurate and honest. One violation, if willful or deliberate or stupid, will never be forgotten. The first principle of maintaining good press relations is honesty in your own reporting.

Next in importance is an open-door policy towards the press. Availability and cooperation when newsmen want to talk to you will more than pay for themselves when you want to talk to the press. Anticipating the needs of the press is a touch of magic. Such an attitude is evidenced when you reply to a press query as follows: "Here are the facts."

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CONNECTICUT
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Heating
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WHEN YOU USE
DOLGE
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For areas where you want ALL unsightly, fire-inviting weeds and grasses eliminated, such as railroad sidings, along fences and abutments, parking lots, drives and walks. An economical solution of SS Weed-Killer kills plants and seeds on contact, then works down through the soil, killing roots and sterilizing surrounding earth—affording freedom from weeds for as much as an entire year!

*Scient'fic chemical weed control
literature on request.*

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SANITARY SURVEY
OF YOUR PREMISES
SEE YOUR
DOLGE SERVICE MAN

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DOLGE**

WESTPORT, CONNECTICUT



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FULLER HEAVY DUTY

Fuller Heavy Duty cleaning tools reduce maintenance costs because they last longer. Over 700 different types of industrial brushes, brooms and mops. Whether for sweeping or mopping . . . for dusting, polishing or painting . . . Fuller has the *right* tool for every operation.

FULLERGRIP

Fullergript Power Brushes cut costs on a wide variety of industrial installations. Fullergript brush strips can be bent, coiled or twisted. The brush material is in to stay, because it is loop-anchored inside a rugged, rust-resistant metal channel. Fullergript Power Brushes can be adapted to your present machines or designed for new machine uses.

FULLANCHOR

Fullanchor Wheel Brushes have longer brush life and higher cutting ability. Each tuft is anchored by a heavy wire staple, driven through a continuous steel channel. This makes possible an equal amount of material in each tuft, and thus assures perfect balance, also 20% to 40% more fill material than similar-type brushes.

FULLER MACHINE DIVISION

Special brushing machines, designed and built by Fuller, are instrumental in stepping up production and cutting down expensive hand operations in a wide variety of industries. Our extensive engineering and machine building facilities are ready to go to work for you.

● For information or quotation, write, wire or phone . .

THE FULLER BRUSH COMPANY
HARTFORD 15, CONNECTICUT



SPOTLIGHT ON THE FUTURE*

By CHESTER F. OGDEN
Manager of Purchases
Detroit Edison Company
Detroit, Michigan

General Business Conditions

INDUSTRIAL Purchasing Agents report that business in June continues to be excellent. There are, however, indications of a leveling in the upward trend. Only 36% report increased production and 33% increased new orders. We have to go back to the Summer of 1954 to find lower figures. On the other hand, relatively few (7% on production and 14% on new orders) report a worse situation than last month. This substantiates the fact that business is good.

Purchasing Executives view the supplemental unemployment insurance granted by Ford and GM in their recent labor negotiations with both relief and concern. They are relieved in that they believe these settlements greatly lessen the danger of an immediate marked production decline due to the shutdown of any major segment of our industry. This strengthens their opinion of last month, that business

will remain on a high level during the balance of 1955. They express concern in that they believe the settlements will result in further inflation. They are sure that some prices will increase and they are wondering how much effect these higher prices will have on consumer demands. Those with smaller companies are worried about the effect of the plan on their companies' operation.

There is price strength in the industrial materials market. Stocks of purchased materials are again reported up from last month. For the most part, Purchasing Executives have stabilized their buying policy and are operating in the 30-90 days' range.

Employment remains high and the balance of 1955 is still viewed with optimism.

Commodity Prices

Although, generally speaking, commodity prices are keeping within a narrow range, Purchasing Executives

report that most changes are upward. 44% state that prices are higher; 55%, the same, and only 1% report that prices are lower. On most items, competition continues to be keen and numerous instances of lower than "book" prices are cited.

Inventories

Inventories of industrial purchased materials continue to increase. This current trend toward higher inventories is largely the result of higher production schedules and deliberate planning of bigger stocks of materials that are in a tight supply situation, such as copper, steel and nickel. This willingness to add to stock is further evidence of confidence that, in the immediate period ahead, production will continue at a fairly high rate.

Employment

Industrial employment is up again this month. More than five times as many members report adding to their employment rolls as report decreases. The skilled labor market remains tight and new college graduates are finding jobs plentiful. There is some indication of increased overtime in order to meet high production schedules.

Buying Policy

There is little change in the buying policy situation from last month. 92% of reporting members are operating in the 90-day or lower range in procuring their production materials. This is identical with last month's figure. 96% are in this 90-day or lower range on their MRO supplies. As expected, capital additions require advance planning and for these items 57% of committee members report buying for delivery six months or more into the future.

Specific Commodity Changes

There were substantially more "ups" than "downs" this month.

On the up side were: Steel, rubber, tin, scrap copper, zinc oxide, phenol, glycols, paper goods and paper, box board (cartons), tools, drills, taps and cotton textiles.

On the down side were: Soya beans, steel scrap, bronze and automobiles.

In short supply were: Nickel, aluminum, copper, brass, steel, zinc, cement, paper, titanium dioxide, phthalic anhydride and selenium.

Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Chester F. Ogden, Manager of Purchases, The Detroit Edison Company, Detroit, Michigan.



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Most of the present highway system was built by 1930, when there were 26½ million motor vehicles. Now there are 58 million. Estimates for 1975 reach 80 million.

This tremendous increase in traffic density, accompanied by growing vehicle weights and speeds, breeds accidents—in recent years an average of 38,000 deaths and 1,300,000 injuries annually.

The first step toward making highways safer is rebuilding and improving the main network of roads—those carrying the most and heaviest vehicles—to the requirements of today's and tomorrow's traffic. That is the goal of the highway construction program planned for the next 10 years.

The second step toward making highways safer is paving all main roads with the safest

pavement. That means paving with concrete, the acknowledged safety pavement.

You *know* you can stop faster on concrete than on other pavements. That's because concrete's gritty surface provides better traction and skid resistance. At night you *know* you can see better on concrete. That's because its light color reflects up to four times more light than dark pavement.

Making concrete pavement even better and safer is a continuing job of Portland Cement Association engineers and scientists, working in the laboratory and in the field with highway engineers and interested agencies.

From this work has come today's smoother-riding, longer-lasting, safer concrete pavement. The result is *increased comfort* and *decreased annual cost* to highway users, who pay for roads and streets with their gas taxes, license fees and tolls.

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Infrared heating is safe heating. Thermostats, blowers and interlocking controls between heat source and conveyor all work independently to assure safe operation.

Industrial consultants of your electric utility company have participated in many infrared installations in local manufacturing plants. Their experience and information are yours for the asking.

THE HARTFORD ELECTRIC LIGHT COMPANY
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TRANSPORTATION

By EDWARD M. MAMULSKI

Traffic Manager

A New Truck Loaders Tariff

SEVERAL steamship lines, as well as several marine terminal operators and contracting stevedores, acting in their capacity as terminal operators, filed an agreement with the Federal Maritime Board to publish uniform charges for loading and unloading waterborne freight from or onto vehicles in the waterfront terminal areas of Greater New York, as required by section 15 of the Shipping Act of 1916.

On March 23, 1955, the Board sanctioned the publication of a tariff containing such rules and regulations.

When W. L. Swain, Agent for the Port of New York Waterfront Terminal Operators, issued Tariff No. 1, to become effective on May 1, 1955, which contained charges for loading or unloading of freight in the New York waterfront area, several truck lines as well as many exporters and importers complained to the Federal Maritime Board. Four truck companies later filed a suit against the FMB to vacate the Board's order sanctioning this tariff. The Board ordered the tariff to be held in abeyance, pending the outcome of the investigation which will take place in the near future.

The Board stated that the rates and charges may be excessive, and therefore, detrimental to the commerce of the United States. Secondly, the tariff may have been made public without adequate notice and therefore would violate section 17 of the Shipping Act of 1916. Furthermore, a clarification of the rule pertaining to the placement of mechanical equipment on the dock by the trucker, shipper, or consignee, is highly desirable because the present wording of this rule is ambiguous.

The penalty rates apply after 4:00 P.M. for the unloading of a vehicle under the new rule whereas the old

rule provided for a 2:00 P.M. check-in time. The new tariff also makes provisions for a lower rate whenever the driver or his helper does his own stacking in his truck, whereas the old rule made no such allowance.

The plaintiffs in this proceeding claim the rates in this tariff represent approximately a 20 per cent increase as compared to the rates previously in effect. The hearing date has not been determined up to the time this article was submitted to the printer.

Copies of this tariff are available for \$1.00 for the first copy and 50 cents for each additional copy, by writing to Mr. W. L. Swain Agent, Room 1209, 80 Broad Street, New York 4, N.Y.

Motor Carrier Docket MC-C-1683

The Interstate Commerce Commission will limit its investigation in this proceeding to the minimum class rate stops of class 55 on less truck load shipments and class 45 on truck load shipments. The arbitraries for pickup and delivery service in the New York City area will be considered in a separate proceeding as Docket No. MC-C-1794. These arbitraries appear in Eastern Central Motor Carrier Association's Tariff MF ICC NO. A-98. The Commission discontinued its investigation of the motor class rates applying between Central Territory and the East, which are patterned after the rail docket 283000 scale of rates. Docket MC-C-1683 is scheduled for hearing on July 19, 1955, at 8:30 A.M. in Washington, D.C., before Examiner, Tobias Naftalin.

Rail Ex Parte 175 Increases

The present 15 per cent increases, applying on the total freight charges, is due to expire on December 31, 1955. The railroads are asking the Commis-

(Continued on page 50)

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

IN April business activity in Connecticut remained unchanged for the third consecutive month at an estimated 15% above normal. The current standing is the same as both the corresponding month of last year and the 1954 yearly average.

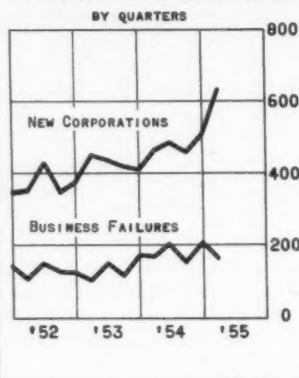
Industrial activity for the country as a whole rose one percentage point in April to an estimated 16% above normal. This is the eighth successive monthly increase in the United States index.

During the past two months the State and National indexes have been at approximately the same level for the first time in over four and one-half years.

New Business

As shown on the following chart, the number of new corporations formed in Connecticut during the 1st three months of 1955 rose to 636 from the 1954 last quarter total of 513. The total for the first quarter is well above the 467 registered during the corresponding period of last year.

NEW CORPORATIONS FORMED & BUSINESS FAILURES IN CONN.



In keeping with the improved economic climate, business failures during the first three months of 1955 dropped noticeably to 168 from 211 in the previous quarter.

Employment Favorable

Total non-agricultural employment in Connecticut increased slightly in April to 848,000. This was brought

about through a gain of 4,000 in non-manufacturing employment which more than offset the loss of 3,000 in manufacturing. This continues the recent trend of increasing non-manufacturing employment which has gone up 8,000 during the last twelve months.

Freight Shipments Up

Freight shipments originating in eight Connecticut cities for the first four months of 1955 were 16% greater than the tonnage recorded in the corresponding period of last year. Loadings of revenue freight for the Country as a whole during the same period, as reported by the Association of American Railroads, increased by 7%.

Automobiles

The recent business rise in the United States has been led by the record production of automobiles. The number of new cars produced has been so great that even with sales attaining record heights, dealers' inventories have been growing.

Manufacturers feel, however, that comfortable inventories will strengthen their position should a strike develop from labor's demands for a guaranteed annual wage in negotiations now in progress.

While such a strike would have an adverse effect on the economy of the Nation as a whole, especially in automobile producing states, the current pick-up in other industries should tend to soften the decline.

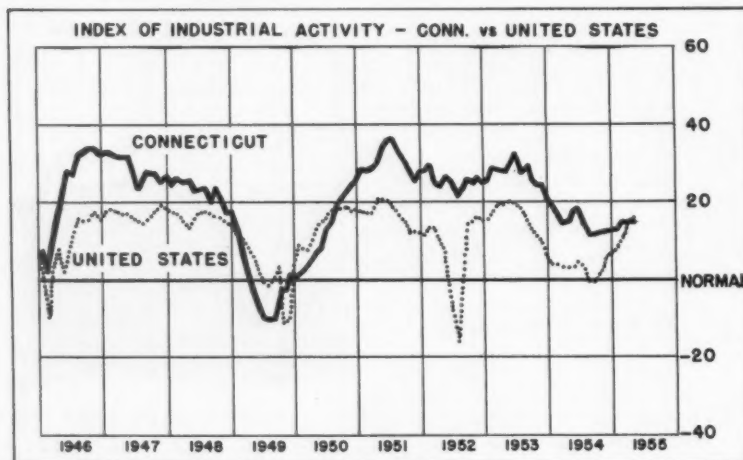
Here in Connecticut our economy is not heavily dependent on automobile production and a strike in that industry would not have a significant impact on business conditions.

Earnings and Hours Down

Average hourly earnings of production workers in Connecticut factories declined one cent in April. Average hours worked per week also dropped moderately from 41.4 to 41.1, and as a result average weekly earnings decreased from the March all-time high of \$77.00 to \$76.04. This compares with \$71.10 a year ago and represents the first decline after eight consecutive monthly increases.

Consumer Prices

The Bureau of Labor Statistics consumer price index declined slightly in April to 114.2. Lower auto prices and rents were responsible for the decrease.



ACCOUNTING HINTS

Contributed by the Waterbury Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

Assignment of Expenditures Between Current Costs and Capital Assets

IN connection with the continuing expansion of business facilities it is imperative that all echelons of management including construction engineers and supervisors recognize the difference between expenditures that can and should be capitalized, and those that must be absorbed by current operations. With the present high income and property tax rates, it is advisable that due care be exercised so that current costs will be matched with current income, and that property asset values do not become additionally inflated. If the acquisition or construction of capital assets includes any excessive cost, industrial enterprises may be doubly penalized. First, in payment of extra income taxes now; and secondly, additional property taxes and depreciation over the life of the asset.

There is no ready definition in accounting literature which can clearly and easily segregate the classification of expenditures between cost and capital. A practical working guide must be provided to non-accountants to assist in this differentiation. The cost and general accountants of industry must paint a well-defined picture to operating divisional foremen as well as contractors and factory construction gang leaders. It is vital that every stroke of their brush be understood by these people. Cost and general accounting records will only be as accurate as reports received from accounting laymen.

The Fixed Asset accounts constitute a record of disbursements for land, buildings, machinery, equipment, and necessary appurtenances, which are to be used for the conduct of the business operation over a period in excess of one year. Charges to these accounts are for the acquisition of assets of a permanent nature, intended for long continued

use. The full cost of these items should be charged to Fixed Assets. This includes money spent for materials and services to buy, build and install these assets.

Capital expenditures result in not only a more valuable plant, easier and more economic to operate, but in value that will endure for more than one year. From a common-sense viewpoint, the Fixed Asset accounts should show the amount spent to acquire something that did not previously exist, the benefit from which will accrue over more than one year. Of course, all such expenditures should eventually be amortized over a period of years, and charged to the operating expense of the years in which they were used up in operation.

Clearing a land site for constructing buildings or land improvements should be considered as part of the asset value of the project. However, the removal of machinery or fixtures to enable a new installation should be charged to expense since it adds nothing to the value of the new unit. This would also include rearrangement of equipment within operating departments, or intra-company transfers. In making extensive building extensions or alterations the cost of tearing out old walls, trusses, and fixtures should be included in current dismantlement expenses.

Expense accounts, either of an operating, repair, or miscellaneous nature are a control record of outlays for services and materials consumed in the normal course of business within one year. Operating and Repair Expense accounts are used to record the current costs of time and material disbursed to operate the business from month to month. This includes operating and

maintenance costs necessary to run the business and keep it in ordinary efficient operating condition.

Repair expenses are those which neither materially add to property value nor appreciably prolong the life of buildings and machinery. These are merely regularly recurring costs for overhaul and replacement of plant equipment. The repair accounts provide a cost record of maintenance of equipment as nearly as possible in its original condition.

Charges to Operating Expense categories cover normal operation and production costs of labor and supplies. This includes operating tools and minor items of equipment not capitalized because of the small amount involved, or necessity for frequent replacement. The cost of spare parts, tools, jigs, dies and punches should be absorbed in current expenses.

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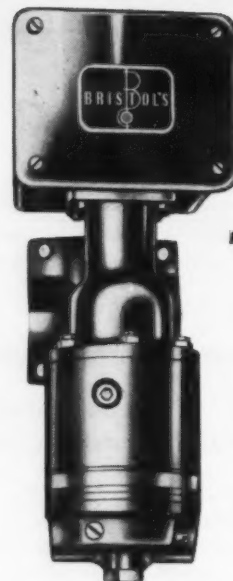
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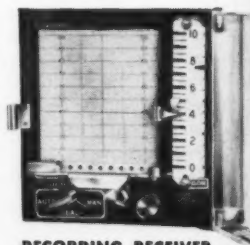


METAGRAPHIC TRANSMITTER

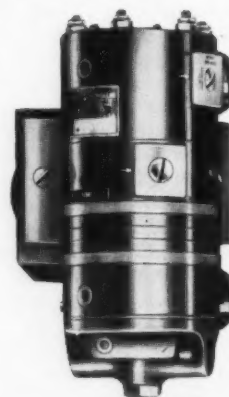
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BUSINESS TIPS

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Equipment Replacement

By LAWRENCE P. WEBSTER*

ONE of industries' most complex problems is justifying the replacement of existing equipment and methods. It is important for a concern to maintain its competitive position in an industry and in so doing it must maintain its efficiency relative to its competitors and society alike. It is a rare occurrence when a machine is scrapped and replaced because it is worn out and can no longer do the job for which it was intended. We have few pieces of equipment that are like Oliver Wendell Holme's wonderful one horse-shay,

"That was built in such a logical way
It ran one hundred years to a day?
It went to pieces all at once,—
All at once, and nothing first,
Just as bubbles do when they burst."

Most equipment can be continued in service indefinitely by constant repairs and rebuilding like the 100 year old ax that had five new heads and ten new handles. The big question is when does it become wasteful to continue a machine in service. The new equipment is usually an improved design over the equipment being replaced and often has many times the productivity of the existing equipment.

Whether or not to replace a piece of equipment is a managerial decision based on the alternate uses of capital. What then are the factors to be considered in arriving at such a decision? The trend of future costs and future markets for the products of the machine are the important considerations. Past experience can be used only as a

guide to reach a decision for future periods.

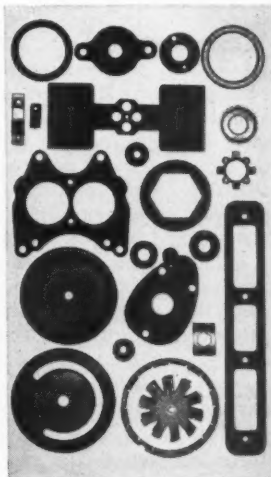
An investment in a new machine can be justified only when it is determined that the new machine will do the job better than an existing piece of

equipment. The first consideration is the calculation of annual savings since the only way a machine can have any earnings is through cost savings. The annual savings may be computed by taking the difference between the direct costs for each unit of product when the new equipment is in use subtracted from the direct costs when the old equipment is in use multiplied by the anticipated volume of future production. Restated, the annual savings is the saving in unit direct costs between the two machines extended by the anticipated use.

Direct costs, in reality, are variable costs which have also been referred to as differential costs. These costs fluctuate directly with changes in the volume of production, increasing when production increases and decreasing when production decreases. Illustrations of these costs are direct labor, direct material, spoilage and rework, maintenance of equipment, power, and steam.

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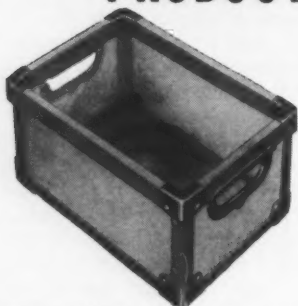
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* Associate Professor of Accounting

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for a replacement the anticipated future volume is a relatively important consideration. If there are important savings in direct costs these will not materialize unless the anticipated volume of production is realized. An idle machine can neither save nor earn a thing. Once the annual savings have been determined then it is possible to analyze the alternative uses to which capital is to be committed.

One method of determining when to replace a machine is to determine the number of years to make up the cost of the new machine. This is sometimes referred to as the pay-off period. It may be determined by dividing the new net investment by the annual savings. Some people believe that the annual savings should be reduced by the amount of interest the investment in the new machine could earn if it were invested at the current market rate. There would be, of course, variations of opinion in the amount of time that annual savings should pay-off the investment in a new machine. The period would be related to the risks of the business. It is because of these differences of opinion that a single best method of determining when a machine should be replaced has not been developed.

The return on investment may be computed by dividing the annual savings by the net new investment. This calculation may be used to compare the return on an investment in new equipment with the alternative choices available to the concern. The investment in a new machine will be based on the expectations and opportunities available to the concern. The prospective annual savings on new equipment should be great enough to earn a higher return on invested capital than can be obtained by other investment. Both the pay-back period and the percentage return on investment are equally good measures of the determination of when to replace equipment since one is a reciprocal of the other.

Net earnings should give consideration to book as well as cash costs. Consideration should also be given to the reliability of equipment. Old equipment that continually breaks down has idle costs while it is shut down for repair. Some of these costs may never appear as such in the books of accounts but may be manifest in customer dissatisfaction with delivery delay and consequent loss of these customers.

Some concerns may ignore all measures of relative productivity of new equipment and buy on hunch. Still others are so imbued with change that any improvement in design brought to their attention is immediately installed by the concern. Then there are others to whom all change is distasteful. For all groups, a method of measuring the effectiveness of a decision once made must be developed which will compare performance with expectations.

A Plea for Leadership

(Continued from page 16)

ration, is paying taxes, paying tribute, really to international Communism and Marxism. The cure is obvious. Businessmen have got to fight, have got to support people like you gentlemen here today and you, in turn, have got to bring us into the fight as your allies to carry your message from the floor of the United States Senate and directly to the people who make up the electorate, the taxpayers and the working people of this country.

If I sound angry, it is because I am angry at what is happening to my Country. I have faith in our nation and its people. That faith is unshaken even by the events of the past two decades.

You here today represent the core of American patriots. Those of us who love this country are looking to you for guidance and leadership. A positive program to save ourselves and our posterity must be worked out. Such a program should include support of legislation such as the Bricker Amendment, the McCarran-Walters Bill, and the efforts of senators and congressmen who work tirelessly and fearlessly to weed Communists out of our nation.

Transportation

(Continued from page 45)

sion to make this increase permanent, and to apply the increases against the freight rates instead of the total freight charges. The steamship lines have asked the Commission for the same relief as may be granted to the railroads. Modified procedure was prescribed by the Commission and oral hearing is scheduled for September 26, 1955, in Washington, D.C., before Division 2 of the Commission, and will be limited to the cross examination of witnesses where requested.

The Underwood Story

(Continued from page 9)

eters also probed metal microstructures.

Analysis of metals, which ran the chemical spectrum from Aluminum to Zinc, insured top quality, and the electrical plating laboratory also contributed to the tireless experimentation preceding the announcement of this thoroughly tested new product.

The working philosophy of Underwood's General Research Laboratory is perhaps best summed up by Engineer of Tests Walter E. Borin who explains, "We are our own worst critics."

As directed by Carl P. Ray, Vice President of Research and Engineering, the function of the General Research Laboratory is to meet the current needs and anticipate the future needs of a business society in which new developments hit the market at a truly dizzying pace.

Overall responsibility for Underwood Corporation's extensive manufacturing program rests squarely on the young shoulders of David J. Crombie who, at the age of 39, was appointed Vice President in Charge of Manufacturing. Mr. Crombie, whose father was a toolmaker at the Hartford plant for 30 years, is in charge of typewriter manufacturing at the Hartford Works, the production of adding and accounting machines at Bridgeport, and of the Supply Division in Burlington.

Aggressive Selling and Family Spirit, Key to World-Wide Acceptance

Credit for the widespread usage of Underwood products in all sections of the United States and abroad must go to the company's General Sales Department. Characterized by aggressive selling techniques founded on complete confidence in product, the company's sales policies have succeeded in establishing Underwood as a hallmark of value and reliability in virtually every country of the world. Directing sales activities in the United States is Vice President W. F. Arnold. The company's International Division is headed by Vice President J. M. Thompson, Jr.

Product distribution is accomplished through a system of regional offices, branch offices, agencies and dealers, an arrangement which carries Underwood

sales and service facilities into the large cities and remote hamlets of the world.

Despite the scope of Underwood Corporation, every effort is made to retain and foster the family spirit that has been a major element in the company's exciting history. Personnel Department policy is to place new employees where their training, ability and personalities will make them most happy and thereby most effective.

Apprentice Training Supplies Needed Skills

The Underwood Corporation Apprentice Training Program provides valuable on-the-job training and classroom instruction designed to place the young apprentice among the elite members of industrial craftsmanship. Over the years, many young men have learned the skilled trades which help qualify them for advancement to more important positions. The Apprentice Training Program offers three main divisions for journeyman status: Tool, Die and Gage Maker, Model Maker and Maintenance Machinist.

Employee Benefits and PR Weld Good Employee and Community Relationships

All employees are eligible for the Group Insurance and Hospitalization Plan, paid holidays and vacations, Credit Union membership, Non-Contributory Pension Plan and for many other fringe benefits. Such extra-curricular activities as organized athletic and recreation programs are part of the regular personnel procedure.

Throughout its long tenure in Hartford, Underwood has acquired a reputation as a good industrial neighbor. When the Underwood Hartford Works celebrated its fiftieth anniversary in 1951, an Open House was held for all employees, their families and friends who were shown how quality typewriters are built. More recently, also in the realm of community relations, in-plant Holy Week services were held prior to the Easter Holiday. Similarly, at Bridgeport, a continuing public relations effort welds the interests of employees to that of their community.

Thousands of Underwood employees in Connecticut and elsewhere are regularly informed about company policies and activities through an intensified communications program which includes an internal magazine, factory newspapers, in-plant newsletters and other industrial relations media.

Facts About Underwood's Products

"Made in Connecticut" Underwood products sold and used extensively throughout the entire business world include the Underwood electric typewriter which performs perfectly, saves time and energy, increases output because electricity does the work; Underwood 150 standard typewriter for smooth, rapid, accurate typing and available in a wide choice of type styles; Underwood portable typewriters—DeLuxe, Universal and Leader—for businessmen, travelers, students and homemakers all over the world.

Ten-key Underwood Sundstrand adding machines with Multi-Flex Control for increased cycling speed; Underwood Sundstrand automatic printing calculator which is both a figuring machine and a printing calculator; Underwood Sundstrand electric adding tabulator designed to print in pre-selected registers and columns; Underwood Sundstrand portable electric posting machines a ten-key figuring and posting machine.

Underwood Sundstrand Model C accounting machine for accounts receivable and accounts payable with original statement and original ledger; Underwood Sundstrand Model D payroll accounting machine equipped with split register and ten-key keyboard which lists earnings and deductions vertically on a stub just three and a half inches wide; Underwood Sundstrand Model E accounting machine with famous ten-key keyboard, versatile and easy to operate; Underwood Elliott Fisher electric writing accounting machine with exclusive flat writing surface gives up to 30 totals.

Underwood Elliott Fisher electric keyboard automatic feed machines for multi-copy continuous form records with continuous roll carbon paper, assures maximum protection and maximum economy; all electric Underwood electric continuous form machine for multiple copy record reproduction.

Other Underwood products are the Underwood Samas Punched Card accounting machines for new economy through the use of 21 column and 40 column cards, smaller machines, fewer files and less floor space; Underwood ELECOM electronic computers, complete electronic business systems for computation, data processing and information handling, and Underwood Corporation supplies, carbon paper, typewriter ribbons and other accessories.

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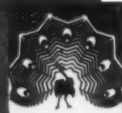
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IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Connecticut manufacturers desiring to list their products in this department should write the Editor for listing rates. (Advertisement)

Accounting Forms Baker-Goodyear Co The New Haven	Accounting Machines Underwood Corporation Bridgeport	Adding Machines Underwood Corporation Bridgeport	Adhesives Polymer Industries Inc Springdale	Advertising Mats Lockwood Sons Inc Wm H Hartford	Advertising Plates Lockwood Sons Inc Wm H Hartford	Advertising Specialties H C Cook Co The 32 Beaver St Ansonia Halco Co New Haven	Aerosol Products Bridgeport Brass Company Bridgeport	Air Compressors Spencer Turbine Co The Hartford	Air Conditioning Norwalk Airconditioning Corp The (forced air heating units oil fired) South Norwalk	Air Impellers The Torrington Manufacturing Co Torrington	Aircraft Sikorsky Aircraft Division United Aircraft Corporation (helicopters) Bridgeport	Aircraft Accessories Chandler Evans Div Niles-Bement-Pond Co (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs) West Hartford Fenn Mfg Co The (Hardened and Ground Gears assemblies) Newington Cabb Special Products Div E Horton & Son Company (filler caps—pressure fuel servicing systems) Windsor Locks Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) Windsor Locks Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems) Stratford Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications) Middletown	Aircraft Instruments Gorn Electric Company Inc Stamford	Aircraft—Repair & Overhaul Airport Department Pratt & Whitney Aircraft Division Rentschler Field East Hartford	Aircraft Studs & Bolts Britton Mfg Co Inc The Hartford	Aircraft Test Equipment United Manufacturing Co Division of The W L Maxson Corp Hamden	Air Ducts Wiremold Co The (Retractable) Hartford	Air Heaters—Direct Fired Peabody Engineering Corporation Stamford	Alumilite Aluminum Sheets Leed Co The H A Hamden	Aluminum Bronze Castings Knapp Foundry Company Inc Guilford	Aluminum Castings Consolidated Industries Inc West Cheshire Eastern Malleable Iron Company The Naugatuck Newton-New Haven Co 688 Third Avenue West Haven Charles Parker Company The Meriden Stamford Casting Company Inc (Aluminum, Magnesium and Bronze) Stamford	Aluminum Extrusions Bridgeport Brass Company Bridgeport	Aluminum Forgings Bridgeport Brass Company Bridgeport Consolidated Industries Inc West Cheshire Sovill Manufacturing Company Waterbury 91	Aluminum Ingots Lapides Metals Corp New Haven	Aluminum Lests United States Rubber Company Shoe Hardware Division Waterbury	Aluminum—Sheets & Coils United Smelting & Aluminum Co Inc New Haven	Ammunition Remington Arms Co Inc and Peters Cartridge Div Bridgeport Winchester Repeating Arms Company Division Olin Industries Inc New Haven	Anodizing Conn Metal Finishing Co Hamden Laurel Electro Plating Waterbury Leed Co The H A Hamden	Anodizing Equipment Conn Metalcraft Inc New Haven	Asbestos Auburn Manufacturing Company The (gaskets, packings, wicks) Middletown	Asbestos & Rubber Packing Colt's Manufacturing Company Hartford	Asarcon Bronze Knapp Foundry Company Inc (bushing & bearing stock) Guilford	Assemblies—Small Barnes Co The Wallace Div Associated Spring Corp Bristol Greist Manufacturing Co The New Haven Humason Mfg Co The Forestville J H Sessions & Son Bristol	Auto Cable Housing Wiremold Company The Hartford	Automatic Control Instruments Bristol Co The (temperature, pressure, flow, humidity, time) Waterbury	Automobile Accessories Kilbourn-Sauer Company (lights and other accessories) Fairfield	Automotive Bodies Metropolitan Body Company Bridgeport	Automotive Parts Eis Manufacturing Co (Hydraulic and Mechanical) Middletown Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber) Bridgeport	Automotive & Service Station Equipment Scovill Manufacturing Company (Canned Oil Dispensers) Waterbury 91	Automotive Tools Eis Manufacturing Company Middletown	Bags—Paper American Paper Goods Company The Kensington	Bakelite Moldings Watertown Mfg Co The Watertown	Balls Abbott Ball Co The (steel bearing and burnishing) Hartford Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) Hartford Killan Steel Ball Corp The Hartford	Banbury Mixers Farrel-Birmingham Company Inc Ansonia	Barrels Abbott Ball Co The (burnishing and tumbling) Hartford Hartford-Steel Ball Co The (tumbling) Hartford	Barrels—Tumbling Conn Metalcraft Inc New Haven	Baskets—Wire Rolock Inc Fairfield	Bathroom Accessories Autoyre Company The Oakville Charles Parker Co The Meriden	Batteries Bond Electric Corporation Division of Olin Industries Inc (flashlight, radio, hearing aid and others) New Haven Winchester Repeating Arms Co Division of Olin Industries Inc (flashlight, radio, hearing aid and others) New Haven	Bearings Fafnir Bearing Co (ball) New Britain Marlin-Rockwell Corporation Plainville New Departure Div of General Motors (ball) Bristol Norma-Hoffmann Bearings Corp (ball and roller) Stamford	Bellevs Bridgeport Thermostat Company Inc (metallic) Bridgeport	Bellevs Assemblies Bridgeport Thermostat Company Inc Bridgeport	Bellevs Shaft Seal Assemblies Bridgeport Thermostat Company Inc Bridgeport	Bells Bevin Brothers Mfg Co East Hampton Gong Bell Co The East Hampton N N Hill Brass Co The East Hampton	Belt Fasteners Saling Manufacturing Company (patented self-aligning) Unionville	Beltting Hartford Belting Co Hartford Russell Mfg Co The Middletown	Bends—Pipe or Tube National Pipe Bending Co The 160 River St New Haven	Bicycle Coaster Brakes New Departure Div General Motors Corp Bristol	Bicycle Sundries New Departure Div General Motors Corp Bristol	Binders Bead Colonial Board Company Manchester	Biological Products Ernst Bischoff Company Inc Ivoryton	Blackening Salts for Metals Enthone Inc New Haven Mitchell-Bradford Chemical Co Bridgeport	Black Oxide Treatment Bennett Metal Treating Co The 1045 New Britain Ave Elmwood	Blades Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) Hartford	Blocks Howard Company (cupola fire clay) New Haven	Blower Fans Colonial Blower Company Plainville Spencer Turbine Co The Hartford	Blower Systems Colonial Blower Company Plainville Ripley Co Middletown	Blueprints and Photostats Joseph Merritt & Co Hartford	Boilers Bigelow Co The New Haven General Electric Company (Residential oil and gas fired steam and hot water) Bridgeport	Bolts and Nuts Blake & Johnson Co The (nuts machine screw-bolts, stove) Waterville Clark Brothers Bolt Co Middale	Bonderizing Clairglow Mfg Company Portland (Advt.)
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IT'S MADE IN CONNECTICUT

Bottle Openers		Brass Mill Products		Cages	
Scoville Mfg Co (steel, anodized aluminum)	Waterbury	American Brass Company The	Waterbury	Andrew B Hendryx Co The (bird and animal)	New Haven
Box Board		Bridgeport Brass Co	Bridgeport	Cams	
Lydall & Foulds Paper Co The	Manchester	Chase Brass & Copper Co	Waterbury	American Cam Company Inc	Hartford
National Folding Box Co Inc	New Haven	Plume & Atwood Mfg Co The	Thomaston	Hartford Special Machinery Co The	Hartford
Robertson Paper Box Co	Montville	Scovill Manufacturing Company	Waterbury 91	Rowbottom Machine Company Inc	Waterbury
Gair Company Inc Robert	Montville	Western Brass Mills Division of	Olin Industries Inc	Canvas Products	
New Haven Board and Carton Co The	New Haven	Brick-Building		F B Skiff Inc	Hartford
Boxes		Donnelly Brick Co The	New Britain	Capacitors	
Claireglow Mfg Company (metal)	Portland	Bricks—Fire		Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic
Connecticut Container Corporation	New Haven	Howard Company	New Haven	Card Clothing	
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland	Mullite Refractories Co The	Shelton	Standard Card Clothing Co The (for textile mills)	Stafford Springs
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham	Bright Wire Goods		Carpenter's Tools	
Middletown Mfg Co (metal)	Middletown	Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	New Haven	Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)	New Haven
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport	Broaching		Carpet	
Boxes and Crates		Hartford Special Machinery Co The	Hartford	B F Goodrich Sponge Products Division	Shelton
City Lumber Co of Bridgeport Inc The	Bridgeport	Bronze & Aluminum Castings		B F Goodrich Sponge Products Division	Shelton
Wallingford Planing Mill Co Inc	Yalesville	Charles Parker Co	Meriden	Carpets and Rugs	
Boxes—Metal		Knapp Foundry Company Inc (rough or machined)	Guilford	Bigelow-Sanford Carpet Co	Thompsonville
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham	Brooms—Brushes		Casters	
Boxes—Paper—Folding		Fuller Brush Co The	Hartford	Bassick Company The (Industrial and General)	Bridgeport
Atlantic Carton Corp	Norwich	Brushes		Casters—Industrial	
Bridgeport Paper Box Co	Bridgeport	Moran Brush Mfg Co Inc	Hamden	George P Clark Co	Windsor Locks
Carpenter-Hayes Paper Box Co Inc The	Bridgeport	Buckles		Castings	
Curtis & Sons Inc S	Sandy Hook	B Schwanda & Sons	Staffordville	Connecticut Foundry Co (grey iron)	Rocky Hill
Folding Cartons Incorporated (paper, folding)	East Hampton	G E Prentice Mfg Co The	Kensington	Connecticut Malleable Castings Co (malleable iron castings)	New Haven
Gair Company Inc Robert	Versailles	Hawie Mfg Co The	Bridgeport	Consolidated Industries Inc	West Cheshire
H J Mills Inc	Bristol	North & Judd Manufacturing Co	New Britain	Charles Parker Company The (brass, bronze, aluminum)	Meriden
National Folding Box Co Inc Versailles	Versailles	Patent Button Co The	Waterbury	Eastern Malleable Iron Company The (malleable iron, steel and alloy)	Meriden
Conn Div	Versailles	Risdon Manufacturing Co John M Russell Div	Naugatuck	Farrel-Birmingham Company Inc (Mechanite, Nodular, Iron, Steel)	Ansonia
New Haven Board and Carton Co The	Versailles	United States Rubber Company Shoe Hardware Division	Waterbury	Hartford Electric Steel Corp The (stainless steel)	Hartford
Boxes—Paper—Setup		Buffing & Polishing Compositions		Plainville Casting Company (gray, alloy and high tensile irons)	Plainville
Box Shop Inc The	New Haven	Apothecaries Hall Co	Waterbury	Malleable Iron Fittings Co (malleable iron and steel)	Branford
Bridgeport Paper Box Co	Bridgeport	Lea Mfg Co	Waterbury	McLagon Foundry Co (grey iron)	New Haven
Hemlinway Corporation The	Waterbury	Burners		Meyer Iron and Brass Foundry Inc (grey iron)	Shelton
H J Mills Inc	Bristol	Plume & Atwood Mfg Co The (kerosene oil lighting)	Thomaston	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Strouse Adler Company The	New Haven	Burners—Automatic		Philbrick-Booth & Spencer Inc (grey iron)	Hartford
Warner Bros Co The	Bridgeport	Peabody Engineering Corporation	Stamford	Producto Machine Company The	Bridgeport
Brake Cables		Burners—Coal and Oil		Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
Eis Manufacturing Co	Middletown	Peabody Engineering Corporation (Combined)	Stamford	Stamford Casting Company Inc (Aluminum, Magnesium and Bronze)	Stamford
Brake Linings		Burners—Gas		Turner & Seymour Mfg Co The (grey iron, semi steel and alloy)	Torrington
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport	Peabody Engineering Corporation (Blast Furnace)	Stamford	Union Mfg Co (grey iron & semi steel)	New Britain
Russell Mfg Co The	Middletown	Burners—Gas and Oil		Waterbury Foundry Company The (highway & sash weights)	Waterbury
Brake Service Parts		Peabody Engineering Corporation (Combined)	Stamford	Wilcox-Crittenden Div North & Judd Mfg Co (gray iron and brass)	Middletown
Eis Manufacturing Co	Middletown	Burners—Refinery		Castings—Investment	
Braid—Elastic & Non-elastic		Peabody Engineering Corporation (For Gas and Oil)	Stamford	Arwood Precision Casting Corp	Groton
Essex Mills Inc	Essex	Burnishing		Cements—Refractory	
Brass & Bronze		Abbott Ball Co The (Burnishing Barrells and Burnishing Media)	Hartford	Mullite Refractory Co The	Shelton
American Brass Co The (sheet, wire, rods, tubes)	Waterbury	Burs		Chain	
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Risdon Manufacturing Co John M Russell Div	Naugatuck
Bristol Brass Corp The (sheet, wire, rods)	Bristol	Busways		Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington
Chase Brass & Copper Co	Waterbury	Distribution Assemblies Department, General Electric Co	Plainville	Chain—Power Transmission and Conveying	
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden	Buttons		Whitney Chain Company	Hartford
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston	B Schwanda & Sons	Staffordville	Chain—Welded and Weldless	
Scovill Manufacturing Company	Waterbury 91	Frank Parizek Manufacturing Co The	Putnam	Round Chain Div. Republic Steel Corp.	Bridgeport
Seymour Mfg Co The (strip, sheet & wire)	Seymour	Patent Button Co The	Waterbury	Chain—Bead	
Tinsheet Metals Co The (sheets and rolls)	Waterbury	Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91	Auto-Swage Products Inc	Shelton
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven	Waterbury Companies Inc (Uniform and Fancy Dress)	Waterbury	Bead Chain Mfg Co The	Bridgeport
Brass & Bronze Ingot Metal		Cabinets		Chairs	
Plume & Atwood Mfg Co The	Thomaston	Charles Parker Co The (medicine)	Meriden	The Hitchcock Chair Company	Riverton (Adv't.)
Whipple and Choate Company The	Bridgeport	Cabinet Work			
Brass, Bronze, Aluminum Castings		Hartford Builders Finish Co	Hartford		
Charles Parker Company The	Meriden	Cable—Asbestos Insulated			
Stamford Casting Company Inc	Guilford	Rockbestos Products Corp	New Haven		
Victors Brass Foundry Inc	Guilford	Cable—BX Armored			
Brass Goods		General Electric Company	Bridgeport		
American Brass Company The	Waterbury	Cable—Nonmetallic Sheathed			
Plume & Atwood Mfg Co The (to order)	Waterbury	General Electric Company	Bridgeport		
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford	Cable—Service Entrance			
Scovill Manufacturing Company (to order)	Waterbury 91	General Electric Company	Bridgeport		
Western Brass Mills Division of Olin Industries Inc	New Haven				

IT'S MADE IN CONNECTICUT

Chemical Manufacturing		Cones		Cotton Yarn	
Carwin Company The	North Haven	Sonoco Products Co (Climax-Lowell Div)	Mystic	Floyd Cranska Co The	Moosup
Chemicals		Condenser and Heat Exchanger Tubes		Counting Devices	
American Cyanamid Company	Waterbury	Bridgeport Brass Company	Bridgeport	Veeder-Root Inc	Hartford
Apothecaries Hall Co	Waterbury	Consulting Engineers		Sperry Products Inc	Danbury
Carwin Company The	North Haven	McNeal J D (Electrical and Electronic)	New Haven	Cranes and Conveyors	
Du-Lite Chemical Corp The	Middletown	Stanley P Rockwell Co Inc The (Consulting)	Hartford	I-B Engineering Sales Co	New Haven
Macalaster Bicknell Company	New Haven	296 Homestead Ave		Crushers	
MacDermid Incorporated	Waterbury	Continuous Mill Gages		Farrel-Birmingham Company Inc (Stone and Ore)	(Stone and Ansonia)
Naugatuck Chemical Division	United States	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Cups—Paper	
Rubber Co	Naugatuck	Contract Machining		American Paper Goods Company The ("Puritan")	Kensington
New England Lime Company	Canaan	Laurel Mfg Co Inc (Precision Production Small Parts)	Plainville	Cushioning for Packaging	
Pfizer & Co Inc Chas	Groton	Malleable Iron Fittings Company	Meriden	B F Goodrich Sponge Products Division	Shelton
Chemicals—Agriculture		Charles Parker Co	Meriden	Gilman Brothers Co The	Gilman
Naugatuck Chemical Division (insecticides, fungicides, weed killers)	Naugatuck	Contract Manufacturers		Cut Stone	
Christmas Light Clips		Fenn Mfg Co The (Precision Machine Work)	Newington	Dextone Co The	New Haven
Foursome Manufacturing Co	Bristol	Greist Mfg Co The (metal parts and assemblies)	New Haven	Cutters	
Chromium Plating		503 Blake St		Barnes Tool Company The (pipe cutters, hand)	New Haven
Chromium Corp of America	Waterbury	Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham	Mitrametric Co The (ground pinion)	Torrington
Chromium Process Company The	Shelton	Charles Parker Co (sheet metal fabricators)	Meriden	Pratt & Whitney Div Niles-Bement-Pond Co (Milling Cutters all types)	West Hartford
City Plating Works Inc	Bridgeport	Plume & Atwood Mfg Co The (metal parts and assemblies)	Thomaston	Cutting & Creasing Rule	
Chucks		Seovill Manufacturing Company (metal parts and assemblies)	Waterbury 91	Bartholomew Co H I	Bristol
Cushman Chuck Co The	Hartford	J H Sessions & Son	Bristol	Cyl. Gauges & Tools	
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Controllers		J & S Machine Co Inc	Hartford
Jacobs Manufacturing Co The	West Hartford	Bristol Company The	Waterbury	Decorative Plating and Polishing	
Union Manufacturing Company	New Britain	Manning Maxwell & Moore Inc	Stratford	City Plating Works Inc	Bridgeport
Chucks—Drill		Controls—Remote		Deep Hole Drilling & Reaming	
Cushman Chuck Co The	Hartford	Panish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport	Hamden Deep Hole Drilling Co	Hamden
Union Mfg Co	New Britain	Conveyor Systems		Wilson Arms Co The	Hamden
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Leeds Conveyor Mfg Co The	East Haven	Deep Drawings	
Chucks—Power Operated		Production Equipment Co	Meriden	Stanley Pressed Metal	New Britain
Cushman Chuck Co The	Hartford	Copper		Delayed Action Mechanism	
Union Manufacturing Company	New Britain	American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	M H Rhodes Inc	Hartford
Circuit Breakers		Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	Demineralizers	
Trumbull Components Department, General Electric Co	Plainville	Bristol Brass Corp The (steel)	Bristol	Crystal Research Laboratories	Hartford
Clay		Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	Diamonds—Industrial	
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Thinsheet Metals Co The (sheets and rolls)	Waterbury	Diamond Tool and Die Works	Hartford
Cleaning Compounds		Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven	Dictating Machines	
Enthone Inc (Industrial)	New Haven	Copper Castings		Dictaphone Corporation	Bridgeport
Cleansing Compounds		Knapp Foundry Company Inc	Guilford	Gray Manufacturing Company The	Hartford
MacDermid Incorporated	Waterbury	Copper Sheets		Soundscriber Corporation The	New Haven
Clock Mechanisms		American Brass Company The	Waterbury	Die Cast Dies	
Lux Clock Mfg Co The	Waterbury	New Haven Copper Co The	Seymour	C & F Tool & Die Corp	Bridgeport
Clocks		Copper Shingles		Die Castings	
E Ingraham Co The	Bristol	Copperware		Newton-New Haven Co Inc	New Haven
Seth Thomas Clocks	Thomaston	Bridgeport Brass Company (cooking utensils)	Bridgeport	Die Casting Dies	
United States Time Corporation The	Waterbury	American Brass Company The	Waterbury	ABA Tool & Die Co	Manchester
Clocks—Alarm		Cords—Asbestos		Parker Stamp Works Co The	Hartford
Lux Clock Mfg Co The	Waterbury	General Electric Company	Bridgeport	Weimann Bros Mfg Co The	Derby
Clocks—Automatic Cooking		Essex Mills Inc	Essex	Eastern Machine Screw Corp The	Truman & New Haven
Lux Clock Mfg Co The	Waterbury	General Electric Company	Bridgeport	Barclay Sts	
Clutches		Cords—Braided		Die Heads—Self Opening	
Snow-Nabstedt Gear Corp The	New Haven	Essex Mills Inc	Essex	Eastern Machine Screw Corp The	New Haven
Clutch Facings		General Electric Company	Bridgeport	Geometric Tool Division, Greenfield Tap & Die Corp.	New Haven
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport	Cords—Heater		Die Polishing Machinery	
Russell Mfg Co The	Middletown	General Electric Company	Bridgeport	Hartford Special Machinery Co The	Hartford
Coil Winding Machines		Cord Sets		Die Sets	
Boesch Mfg Co Inc	Danbury	General Electric Company	Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co (Precision)	West Hartford
Coils		Cord Sets—Electric		Producto Machine Company The	Bridgeport
Dano Electric Company	Winsted	Sonoco Products Co (Climax-Lowell Div)	Mystic	Union Mfg Co (precision, steel and semi-steel)	New Britain
Coils—Electric		Corrugated Box Manufacturers		Dies	
Bittermann Electric Company	Canaan	Connecticut Container Corporation	New Haven	Hoggson & Pettis Mfg Co The 141 Brewery St	New Haven
Coils—Pipe or Tube		Corrugated Containers Inc	Hartford	Mitrametric Co The (ground for gears)	Torrington
National Pipe Bending Co The	160 River St New Haven	Corrugated Shipping Cases		Parker Stamp Works Inc The (plastics and die castings)	Hartford
Whitlock Manufacturing Co The	Hartford	Connecticut Container Corporation	New Haven	Pratt & Whitney Div Niles-Bement-Pond Co (Monocone and Ducone Dies)	West Hartford
Cold Molded Electrical Insulation		Connecticut Corrugated Box Div Robert Gair Co Inc	Portland	Precision Engineering Co Inc	(forging, trimming & blanking) Southington
Meriden Molded Plastics	Meriden	D L & D Container Corp 87 Shelton Ave	New Haven	Die Sinks	
Commercial Heat Treating		Cosmetic Containers		Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
A F Holden Company The	52 Richard St West Haven	Evelet Specialty Co The	Waterbury	Dies and Die Sinking	
Commercial Truck Bodies		Plume & Atwood Mfg Co The (metal)	Thomaston	Consolidated Industries	West Cheshire
Metropolitan Body Company	Bridgeport	Cosmetics		Dish Drying Machines	
Comparators		J B Williams Co The	Glastonbury	Colt's Manufacturing Company	Hartford
Pratt & Whitney Div Niles-Bement-Pond Co (Electro-limit and Air-O-Limit)	West Hartford	Cotton and Asbestos Wicking		Colt's Manufacturing Company	Hartford
Compressors		Bland Burner Co The	Hartford	Displays—Metal	
Norwalk Company Inc (high pressure air and gas)	South Norwalk	Cotton and Asbestos Wicking		Durham Mfg Co The (Designing & Mfg to customers' specifications)	Durham
Concrete Products		Cotton and Asbestos Wicking		Merriam Mfg Co (Contract Work to Individual Specifications)	Durham
Plasticrete Corp	Hamden	Cotton and Asbestos Wicking		Parsons Co Inc W A (custom designed)	Durham
		Cotton and Asbestos Wicking		Distribution Centers	
		Cotton and Asbestos Wicking		Distribution Assemblies Department, General Electric Co	Plainville (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Door Closers		Electric Timers		Envelopes—Stock and Special	
Sargent & Company	New Haven	Sessions Clock Co The	Forestville	American Paper Goods Company The	Kensington
Yale & Towne Mfg Co The	Stamford				
Doors		Electric Timing Motors		Extractors—Tap	
Bilco Co The (metal, residential and commercial)	West Haven	Sessions Clock Co The (small)	Forestville	Walton Company The	West Hartford
Dowel Pins		Electric Wire		Eyelets	
Allen Manufacturing Co The	Hartford	General Electric Company	Bridgeport	American Brass Company The	Waterbury
Holo-Krome Screw Corp The	West Hartford	Rockbestos Products Corp (asbestos insulated)	New Haven	Platt Bros & Co The P O Box 1030	Waterbury
Drafting Accessories		Electric Wiring Devices		Plume & Atwood Mfg Co The	Thomaston
Joseph Merritt & Co	Hartford	Arrow-Hart & Hegeman Electric Co The	Hartford	Scovill Manufacturing Company	Waterbury 91
Drill Presses		General Electric Company	Bridgeport	Eylets, Ferrules and Wiring Terminals	
Townsend Mfg Co The H F	Elmwood	Electrical Conduit Fittings & Grounding		American Brass Company The	Waterbury
Drilling Machines		Specialties		Eyelet Machine Products	
Pratt & Whitney Div Niles-Bement-Pond Co (Deep Hole)	West Hartford	Gillette-Vibber Company The	New London	American Brass Company The	Waterbury
Drilling and Tapping Machinery		Electrical Control Apparatus		Ball & Socket Mfg Co The	West Cheshire
Hartford Special Machinery Co The	Hartford	Plainville Electrical Products Co The	Plainville	Cold Forming Mfg Co The	Waterbury
Drop Forgings		Electrical Goods		Plume & Atwood Mfg Co The	Thomaston
Atwater Mfg Co	Plantville	A C Gilbert Co	New Haven	Fancy Dress Buttons and Buckles	
Billings & Spencer Co The	Hartford	Electrical Motors		Waterbury Companies Inc	Waterbury
Blakelee Forging Company The	Plantville	U S Electrical Motors Inc	Milford	Fans—Electric	
Consolidated Industries	West Cheshire	Electrical Outlet and Switch Boxes, and Covers		General Electric Company	Bridgeport
Wilcox-Crittenden Div North & Judd Mfg Co	Middletown	General Electric Company	Bridgeport	Fasteners—Slide & Snap	
Druggists' Rubber Sundries		Electrical Recorders		G E Prentice Mfg Co The	Kensington
Seamless Rubber Company The	New Haven	Bristol Co The	Waterbury	Scovill Manufacturing Company (snap and slide fasteners)	Waterbury 91
Duplicating Machines—Automatic		Electrical Relays and Controls		Felt	
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Allied Control Co	Plantville	Auburn Manufacturing Company The (mechanical, cut parts)	Middletown
Elastic Narrow Fabric		Electrical Switchboards		Drycor Felt Company (paper makers and industrial)	Staffordville
Essex Mills Inc	Essex	Plainville Electrical Products Co The	Plainville	Felt—All Purpose	
Electric Cables		Electrical Test Equipment		American Felt Co (Mill & Cutting Plant)	Glenville
General Electric Company	Bridgeport	McNeal J D	New Haven	Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Rockbestos Products Corp (asbestos insulated)	New Haven	Electrical Wiring Systems		Fenders—Boat	
Electric Clocks		Wiremold Co The	Hartford	B F Goodrich Sponge Products Division	Shelton
Sessions Clock Co The (alarm, kitchen, occasional and office)	Forestville	Electronics		Fiber-glass Fabrication	
Electric—Commutators & Segments		Gray Manufacturing Company The	Hartford	Davis Co The E J	New Haven
Cameron Elec Mfg Co The (rewinding motors)	Ansonia	McNeal J D	New Haven	Fibre Board	
Electric Cord Springs		Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases)	Middletown	Case Brothers Inc	Manchester
Bristol Spring Manufacturing Co	Plainville	Ripley Co	Middletown	C H Norton Co The	North Westchester
Electric Cords		Sturup Larrabee & Warmers Inc	Middletown	Stevens Paper Mills Inc The	Windsor
General Electric Company	Bridgeport	Electroplating		Finger Nail Clippers	
Rockbestos Products Corp (asbestos insulated)	New Haven	National Sherardizing & Machine Co	Hartford	H C Cook Co The	32 Beaver St Ansonia
Electric Eye Control		Waterbury Plating Company	Waterbury	File Cards	
Ripley Company Inc	Middletown	Electroplating—Equipment & Supplies		Standard Card Clothing Co The	Stafford Springs
Electric Fixture Wire		Enthone Inc	New Haven	Films	
General Electric Company	Bridgeport	Lea Manufacturing Co The	Waterbury	Cine-Video Productions Inc	Milford
Rockbestos Products Corp (asbestos insulated)	New Haven	MacDermid Incorporated	Waterbury	Firearms	
Electric Hand Irons		Electroplating Processes & Supplies		Colt's Manufacturing Company	Hartford
Winsted Hardware Mfg Co (trade mark "Durable")	Winsted	Enthone Inc	New Haven	Marlin Firearms Co The	New Haven
Electric Heating Elements		United Chromium Incorporated	Waterbury	O F Mosberg & Sons Inc	New Haven
Hartford Element Co	Hartford	Electrotypes		Remington Arms Company Inc	Bridgeport
Electric Insulation		Barnum-Hayward Electrotype Co Inc	New Haven	Winchester Repeating Arms Company Division	New Haven
Case Brothers Inc	Manchester	Lockwood Sons Inc Wm H	Hartford	Olin Industries Inc	New Haven
Stevens Paper Mills Inc The	Windsor	New Haven Electrotype Div	Electrographic Corp	Fire Hose	
Electric Lighting Fixtures		Elevators		Fabrics Fire Hose (municipal and industrial)	Sandy Hook
Fan-Craft Mfg Co (residential, church, post lanterns)	Plainville	Eastern Machinery Co The (passenger and freight)	New Haven	Fireplace Goods	
Plume & Atwood Mfg Co The	Thomaston	General Elevator Service Co	Hartford	American Windshield & Specialty Co The	Milford
Wasley Products Inc	Plainville	Enameling		John P Smith Co The (screens)	423-33 Chapel St New Haven
Electric Motor Controls		Conn Metal Finishing Co	Hamden	Fireproof Floor Joists	
Arrow-Hart & Hegeman Electric Co The	Hartford	Waterbury Plating Company	Waterbury	Dextone Co The	New Haven
Electrical Outlet and Switch Boxes, and Covers		Enameling and Finishing		Fireworks	
General Electric Company	Bridgeport	Clairglow Mfg Co	Portland	M Backes' Sons Inc	Wallingford
Electric Signs		End Milling Cutters		Fishing Tackle	
Berger Sign Co	Hartford	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	H C Cook Co The 32 Beaver St	Ansonia
United Advertising Corp	New Haven	Engines		Flashlights	
Electric Switches		Pratt & Whitney Aircraft Div	United Aircraft Corp (aircraft)	Bond Electric Corporation Division of Olin Industries Inc	New Haven
Arrow-Hart & Hegeman Electric Co The	Hartford	Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	Bridgeport Metal Goods Mfg Co	Bridgeport
General Electric Company	Bridgeport	Envelopes		Winchester Repeating Arms Company Division	New Haven
Electric Time Controls		Curtis 1000 Inc	Hartford	Olin Industries Inc	New Haven
R W Cramer Company Inc The	Centerbrook	United States Envelope Company	Hartford	Flat Springs	
		Hartford Division	Hartford	Bristol Spring Manufacturing Co	Plainville
				Flexible Shaft Machines	
				Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford (Advt.)

IT'S MADE IN CONNECTICUT

Floor & Ceiling Plates

Beaton & Cadwell Mfg Co The New Britain

Fluorescent Lighting Equipment

Fullerton Manufacturing Corp Norwalk

Vanderman Manufacturing Co The Willimantic

Wiremold Company The Hartford

Foam Rubber

B F Goodrich Sponge Products Division Shelton

Forgings

Billings & Spencer Company Hartford

Capwell Manufacturing Company Hartford

Cawthra Bros Forge Co Shelton

Clark Brothers Bolt Co Middale

Consolidated Industries Inc West Cheshire

Heppenstall Co (all kinds and shapes) Bridgeport

Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries

Connecticut Malleable Castings Co (malleable iron castings) New Haven

Farrel-Birmingham Company Inc (Iron and Steel) Ansonia

Fritzell Foundry & Casting Co The New Haven

Mystic Foundry Meriden

Charles Parker Company The (iron, brass, bronze, aluminum) Meriden

Plainville Casting Company (gray, alloy and high tensile irons) Plainville

Product Machine Company The Bridgeport

Stamford Casting Company Inc (Aluminum, Magnesium and Bronze) Stamford

Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington

Union Mfg Co (gray iron & semi steel) Torrington

Wilcox-Crittenden Div North & Judd Mfg Co (iron, brass, aluminum and bronze) New Britain

Middletown

Fountain Pens and Mechanical Pencils

Waterman Pen Company Inc Seymour

Foundry Riddles

John P Smith Co The 423-33 Chapel St New Haven

Fuel Oil Pump and Heater Sets

Peabody Engineering Corporation Stamford

Furnaces

Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk

Furnace Linings

Mullite Refractories Co The (refractories, super refractories) Shelton

Fuses—Plug and Cartridge

General Electric Company Bridgeport

Gage Blocks

Pratt & Whitney Div Niles-Bement-Pond Co (Alloy steel and Carbide, Hoke and USA) West Hartford

Galvanizing

Malleable Iron Fittings Co Branford

Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Gaskets

Auburn Manufacturing Company The (from all materials) Middletown

Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Tsingis Die Cutting Corp (from all materials) Waterbury

Gas Range Conversion Burner

Holyoke Heater Corp of Conn Inc Hartford

Gas Scrubbers, Coolers and Absorbers

Peabody Engineering Corporation Stamford

Gauges

Bristol Co The (pressure and vacuum—recording automatic control) Waterbury

Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

Manning Maxwell & Moore Inc Stratford

Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measurement all types) West Hartford

Gears

Mitrametric Co The (blanked fine pitch) Torrington

Gears and Gear Cutting

Farrel-Birmingham Company Inc Ansonia

Fenn Mfg Co The Newington

Hartford Special Machinery Co The Hartford

Glass Blowing

Macalaster Bicknell Company New Haven

Glass Cutters

Fletcher-Terry Co The Forestville

Glass Machinery

Tavano Mfg Co Torrington

Golf Equipment

Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

Greeting Cards

A D Steinbach & Sons Inc New Haven

Grinding

Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia

Hartford Special Machinery Co The (gears, threads cams and splines) Hartford

Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

Grinding Heads—Internal

Pratt & Whitney Div Niles-Bement-Pond Co (Pneumatic, High Speed) West Hartford

Grinding Machines

Farrel-Birmingham Company Inc (Roll) Ansonia

Pratt & Whitney Div Niles-Bement-Pond Co (Surface, Die, Gear and Cutter Grinders) West Hartford

Rowbottom Machine Company Inc (cam) Waterbury

Grommets

American Brass Company The Waterbury

Plume & Atwood Mfg Co The Thomaston

Guards for Machinery

Wheeler Co The G E New Haven

Hack and Band Saw Blades

Capwell Manufacturing Co The Hartford

Hammers—Carpenters and Machinists

Capwell Manufacturing Company Hartford

Hand Tools

Billings & Spencer Company (wrenches, sockets and shop tools) Hartford

Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport

Hard Chrome

City Plating Works Inc Bridgeport

Hardness Testers

Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

Hardware

Bassick Company The (Automotive) Bridgeport

Harloc Products Corp New Haven

Sargent & Company New Haven

Wilcox-Crittenden Div North & Judd Mfg Co (marine heavy, and industrial) Middletown

Yale & Towne Mfg Co The Stamford

Hardware—Marine & Bus

Rostand Mfg Co The Milford

Hardware—Trailer Cabinet

Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage

Corbin Cabinet Lock Div American Hardware Corp New Britain

I H Sessions & Son Bristol

Yale & Towne Mfg Co The Stamford

Hat Machinery

Doran Bros Inc Danbury

Health Surgical & Orthopedic Supports

Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

Heat Exchangers

Whitlock Manufacturing Co The Hartford

Heat Elements

Safeway Heat Elements Inc (woven wire resistance type) Middletown

Heat Treating

A F Holden Co The 52 Richard St West Haven

Bennett Metal Treating Co The Elmwood

1045 New Britain Ave

New Britain-Gridley Machine Division

The New Britain Machine Co New Britain

New Haven Heat Treating Co New Haven

Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

Heat-Treating Equipment

Autoyre Company The Oakville

Barnes Co The Wallace Div Associated Spring Corp Bristol

A F Holden Company The 52 Richard Street West Haven (Main Plant)

Bauer & Company Inc Hartford

Rolock Inc (Retorts, Muffles, etc.) Fairfield

Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford

Heat Treating Fixtures

Rolock Inc (Trays, Baskets, etc.) Fairfield

Wiretex Mfg Co Inc Bridgeport

Heat Treating Salts and Compounds

A F Holden Company The 52 Richard Street West Haven

Mitchell-Bradford Chemical Co Bridgeport

Heating and Cooling Coils

G & O Manufacturing Co New Haven

Heating Elements

Hartford Element Co Hartford

Heavy Chemicals

Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) Naugatuck

Hex-Socket Screws

Bristol Company The Waterbury

Holo-Krome Screw Corp The West Hartford

Highway Guard Rail Hardware

Malleable Iron Fittings Co Branford

Hinges

Homer D Bronson Company Beacon Falls

Hobs and Hobbings

ABA Tool & Die Co Manchester

Pratt & Whitney Div Niles-Bement-Pond Co (Die and Thread Milling) West Hartford

Hoists

J-B Engineering Sales Co New Haven

Hoists and Trolleys

Union Mfg Company New Britain

Hose—Flexible Metallic

American Brass Co Waterbury

American Metal Hose Branch

Hose Supporter Trimmings

Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

Hospital Signal Systems

Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Hydraulic Brake Fluids

Eis Manufacturing Co Middletown

Hydraulic Controls

Sperry Products Inc Danbury

Hypodermic Needles

Roehr Products Company Waterbury

Ice Buckets

B F Goodrich Sponge Products Division Shelton

Inductors

C G S Laboratories Inc Stamford

Industrial Chrome Plating

Mirror Polishing & Buffing Co Waterbury

Industrial Displays

Sansone Co S Frederick (Designers Builders and Counselors) Short Beach

Industrial Finishes

Atlas Powder Co Zapon Div Stamford

Chemical Coatings Corporation Rocky Hill

United Chromium Incorporated Waterbury

Industrial Tools—Powder Actuated

Remington Arms Company Inc Bridgeport

Inks

Waterman Pen Company Inc Seymour

Insecticides

American Cyanamid Company Waterbury

Insulated Wire & Cable

General Electric Company Bridgeport

Kerite Company The Seymour

Insulated Wire & Cable Machinery

Davis Electric Company Wallingford

Instruments

Bristol Company The Waterbury

J-P-T Instruments Inc (Electrical and Temperature) New Haven

Manning Maxwell & Moore Inc Stratford

Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measuring) West Hartford

Insulation

Gilman Brothers Co The Gilman (Advt.)

IT'S MADE IN CONNECTICUT

Inter-Communications Equipment		Leather Dog Furnishings		Machinery	
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden		Andrew B Hendryx Co The New Haven The Smith-Worthington Saddlery Co Hartford		Fenn Manufacturing Company The (special) Newington	
Interval Timers		Leather Goods Trimmings		Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport	
Lux Clock Manufacturing Company Waterbury Rhodes Inc M H Hartford		G E Prentice Mfg Co The Kensington		Hallden Machine Company The (mill) Thomaston	
Jacquard		Leather, Mechanical		Torrington Manufacturing Co The (mill) Torrington	
Case Brothers Inc Manchester		Auburn Manufacturing Company The (pack- ings, cubs, washers, etc) Middletown		Machinery—Bolt and Nut	
Japanning		Letterheads		Waterbury Farrel Foundry & Machine Co The Waterbury	
J H Sessions & Son Bristol		Lehman Brothers Inc (designers, engravers, lithographers) New Haven		Machinery—Cold Heading	
Jig Borer		Lighting Accessories—Fluorescent		Waterbury Farrel Foundry & Machine Co The Waterbury	
Moore Special Tool Co (Moore) Bridgeport Pratt & Whitney Div Niles-Bement-Pond Co West Hartford		General Electric Company Bridgeport		Machinery Dealers & Rebuilders	
Jigs, Fixtures & Gages		Lighting Equipment		Botwinik Brothers New Haven J L Lucas and Son Fairfield State Machinery Co Inc New Haven	
Federal Machine & Tool Co Bristol		Fullerton Manufacturing Corp Norwalk Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden		Machinery—Extruding	
Jig Grinder		Lines—Braided		Standard Machinery Co The Mystic	
Moore Special Tool Co (Moore) Bridgeport		Lime		Machinery—Metal-Working	
Keller Machines		New England Lime Company Canaan		Fenn Mfg Co The Newington Waterbury Farrel Foundry & Machine Co The Waterbury	
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford		Lipstick Containers		Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	
Key Blanks		Bridgeport Metal Goods Mfg Co Bridgeport Plume & Atwood Manufacturing Co Waterbury		Machinery—Nut	
Sargent & Company New Haven Yale & Towne Mfg Co The Stamford		Lithographers		Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury	
Labels		O'Toole & Sons Inc T Stamford		Machinery—Screw and Rivet	
J & J Cash Inc (Woven) South Norwalk Naugatuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck		Lithographing		Waterbury Farrel Foundry & Machine Co The Waterbury	
Label Moisteners		Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford Lehman Brothers Inc New Haven A D Steinbach & Sons New Haven		Machinery—Wire Drawing	
Better Packages Inc Shelton		Locks—Banks		Fenn Mfg Co The Newington Waterbury Farrel Foundry & Machine Co The Waterbury	
Laboratory Equipment		Yale & Towne Mfg Co The Stamford		Machinery—Wire Straightening	
Eastern Industries Inc New Haven		Locks—Builders		Mettler Machine Tool Inc New Haven	
Laboratory Supplies		Eagle Lock Co The Terryville Sargent & Company New Haven Yale & Towne Mfg Co The Stamford		Machines	
Macalaster Bicknell Company New Haven		Locks—Cabinet		Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport	
Laces		Eagle Lock Co The Terryville Excelsior Hardware Co The Stamford Yale & Towne Mfg Co The Stamford		Coulter & McKenzie Machine Co The (special, new development engineering design and con- struction) Bridgeport	
American Fabrics Company The Bridgeport Wilcox Lace Corporation The Middletown		Locks—Special Purpose		Patent Button Company The Waterbury	
Laces and Nettings		Eagle Lock Co The Terryville Yale & Towne Mfg Co The Stamford		Machines—Automatic	
Wilcox Lace Corporation The Middletown		Locks—Suitcase		A H Nilson Mach Co The (Special) Bridgeport	
Lacquers & Synthetic Enamels		Locks—Suit-Case and Trimmings		Machines—Automatic Chucking	
Atlas Powder Co Zapon Div Stamford Chemical Coatings Corporation Rocky Hill I-Sis Chemicals Inc Stamford United Chromium Incorporated Waterbury		Eagle Lock Co The Terryville Excelsior Hardware Co The Stamford Yale & Towne Mfg Co The Stamford		Bullard Company The Bridgeport New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) New Britain Pratt & Whitney Div Niles-Bement-Pond Co (Potter & Johnson) West Hartford	
Ladders		Loom—Non-Metallic		Machines—Automatic Screw	
A W Flint Co 196 Chapel St New Haven		Wiremold Company The Hartford		New Britain-Gridley Machine Division The New Britain Machine Co (single and multiple spindle) New Britain	
Laminated Metal		Lumber & Millwork Products		Machines—Automatic Shaft Turning	
Bridgeport Brass Company Bridgeport		City Lumber Co of Bridgeport Inc Bridgeport		Bullard Company The (30H lathe—horizontal 3 spindle) Bridgeport	
Lamps		Machetes		Machines—Brushing	
Plume & Atwood Mfg Co The (metal oil) Thomaston		Collins Company The Collinville		Fuller Brush Co The Hartford	
Lampholders—Incandescent and Fluorescent		Machine Design		Machines—Cont'n-U-Matic	
General Electric Company Bridgeport		Black Rock Mfg Company The Bridgeport		Bullard Company The (vertical multi-spindle— continuous turning) Bridgeport	
Lamp Shades		Machine Tools		Machines—Draw Benches	
Verplex Company The Essex		Bullard Company The Bridgeport Pratt & Whitney Div Niles-Bement-Pond Co West Hartford		Fenn Manufacturing Company The Newington	
Lathes—Cont'n-U-Matic		Machine Work		Machines—Drill Spacing	
Bullard Company The (vertical multi-spindle— continuous turning type) Bridgeport		Black Rock Mfg Company The Bridgeport Farrel-Birmingham Company Inc Ansonia Fenn Manufacturing Company The (precision parts) Newington		Bullard Company The (Bullard spacer—used in conjunction with radical drills) Bridgeport	
Lathes—30H Man-Au-Trol		Hartford Special Machinery Co The (contract work only) Hartford		Machines—Forming	
Bullard Company The (horizontal 3 spindle) Bridgeport		National Sheradizing & Machine Co (job) Hartford		A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport	
Lathes—Mult-Au-Matic		Parker Stamp Works Inc The (Special) Hartford		Machines—Mult-Au-Matic	
Bullard Company The (vertical multi-spindle— indexing type) Bridgeport		Svan Tool & Machine Co The Hartford Torrington Manufacturing Co The (special roll- ing mill machinery) Torrington		Bullard Company The Bridgeport	
Lathes—Toolroom and Automatic		Leather		Machines—Paper Ruling	
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford		Norwich Leather Co Norwich Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury		John McAdams & Sons Inc Norwalk	
Lathes—Vertical Turret		Laundry Roll Covers		Machines—Pipe & Bolt Threading	
Bullard Company The (single spindle) Bridgeport		Atlas Powder Co Zapon Div Stamford		Capewell Mfg Co The Hartford (Advt.)	
Lead Plating		Lead Plating			
Christie Plating Co The Groton					

IT'S MADE IN CONNECTICUT

Machines—Precision Boring
New Britain-Gridley Machine Division
The New Britain Machine Co New Britain

Machines—Rolling
Fenn Manufacturing Company The Newington

Machine—Slotting
Globe Tapping Machine Company The (High
Production Screw Head Slotting) Bridgeport
Waterbury Farrel Foundry & Machine Co The
(screw head) Waterbury

Machines—Special
Fenn Mfg Co The Newington
Fuller Brush Co The Hartford

Machines—Swaging
Fenn Manufacturing Company The Newington

Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head
Fenn Manufacturing Company The Newington

Machines—Well Drilling
Consolidated Industries West Cheshire

Machines—Wire Drawing
Fenn Manufacturing Company The Newington

Magnesium Castings
Stamford Casting Company Stamford

Magnet Wire
Viking Wire Co Inc Danbury

Manicure Instruments
W E Bassett Company The Derby

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Marine Engines
Kilborn-Sauer Company (running lights and
searchlights) Fairfield
Lathrop Engine Co The Mystic

Marine Equipment
Russell Manufacturing Company The (utility
cord and accessory hardware) Middletown
Wilcox-Crittenden Div North & Judd Mfg Co
Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The New Haven

Marking Devices
Hogson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel) Hartford

Material Handling
Parsons Co Inc W A (tote pans) Durham

Mats—Newspaper
Lockwood Sons Inc Wm H Hartford

Mattresses
Waterbury Mattress Co Waterbury

Metal Boxes
Parsons Co Inc W A (tool kits) Durham

Metal Boxes and Displays
Durham Mfg Co The (Designing & Mfg to
customers' specifications) Durham
Merriam Mfg Co (Bond, Security, Cash, Util-
ity, Personal Files, Drawer Safes, Custombuilt
containers and displays) Durham
Charles Parker Co (sheet metal fabricators) Meriden

Middletown Mfg Co Middletown

Metal Cleaners
Apothecaries Hall Co Waterbury
Enthone Inc New Haven
MacDermid Incorporated Waterbury

Metal Cleaning Machines
Colt's Manufacturing Company Hartford

Metal Finishes
Enthone Inc New Haven
Mitchell-Bradford Chemical Co Bridgeport
United Chromium Incorporated Waterbury

Metal Finishing
Hartford Industrial Finishing Co Hartford
National Sheradizing & Machine Co Hartford
Plainville Polishing Co Plainville
Waterbury Plating Company Waterbury

Metal Formings
Master Engineering Company West Cheshire
Stanley Pressed Metal New Britain

Metal Mouldings
Leed Co The H A Hamden

Metalizing
Conn Metal Finishing Co Hamden

Metal Novelities
H C Cook Co The 32 Beaver St Ansonia

Metal Products—Stampings
American Brass Company The Waterbury
Plume & Atwood Manufacturing Co

Metal Products—Stampings
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Or-
der) Waterbury 91
Stanley Pressed Metal New Britain

Metal Specialties
Excelsior Hardware Co The Stamford

Metal Spinning
Moseley Metal Crafts Inc West Hartford

Metal Stampings
American Brass Company The Waterbury
Autoyre Co The (Small) Oakville
Better Formed Metals Inc Waterbury
Bridgeport Chain & Mfg Co Bridgeport
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
H C Cook Co The 32 Beaver St Ansonia
Humason Mfg Co The Forestville
Mohawk Mfg Co (threaded) Middletown
J A Otterbein Company The (metal fabrica-
tions) Middletown

J. H. Sessions & Son Bristol
Patent Button Co The Waterbury
F. Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Thomaston
The Saling Manufacturing Company Unionville
Stanley Pressed Metal New Britain

Swan Tool & Machine Co The Hartford
United States Rubber Company Shoe Hard-
ware Division Waterbury
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford

Meters
Standard Meter Repair Co The Shelton

Meters—Gas
Sprague Meter Company Bridgeport

Meters—Parking
Rhodes Inc M H Hartford

Microfilming
American Microfilming Service Company New Haven

Milk Bottle Carriers
John P Smith Co The 423-33 Chapel St New Haven

Millwork
Hartford Builders Finish Co Hartford

Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co
(Keller Tracer—Controlled Milling Machines) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Mill Supplies
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Miniature Precision Connectors
Gorn Electric Co Stamford

Minute Minders
Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury

Mixing Equipment
Eastern Industries Inc New Haven
Gabb Special Products Div. The E Horton &
Son Co Windsor Locks

Mops
Fuller Brush Co The Hartford

Motor Control Centers
Distribution Assemblies Department, General
Electric Co Plainville

Motors—Electric Timing
Cramer Co Inc The R W Centerbrook

Motors—Synchronous
Cramer Co Inc The R W Centerbrook

Moulded Plastic Products
Butterfield Inc T F Naugatuck
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

Mouldings
Himmel Brothers Co The (architectural, metal
and store front) Hamden

Moulds
ADA Tool & Die Co Manchester
Hogson & Pettis Mfg Co The (steel) 114 Brewery St New Haven
Parker Stamp Works Inc The (compression
injection & transfer for plastics) Hartford

Napper Clothing
Standard Card Clothing Co The (for textile
mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Newspaper Mats
Lockwood Sons Inc Wm H Hartford

Nickel Anodes
Apothecaries Hall Co Waterbury

Nickel Silver
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport

Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour

Waterbury Rolling Mills Inc (sheets, strips,
rolls) Waterbury
**Western Brass Mills Division of Olin Indus-
tries Inc** (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
Sargent & Company New Haven

Non-ferrous Metal Castings
Yale & Towne Mfg Co Inc Stamford
Miller Company The Meriden
Charles Parker Co Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
Kellogg & Bulkeley A Division of Connecticut
Printers Inc Hartford

Oil Burners
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or
Steam Atomizer) Stamford

Silent Glow Oil Burner Corp The Hartford
1477 Park St

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, under-
writers above and under ground) South Norwalk

Oils—Cutting
Whitlock Manufacturing Co The Hartford

Open Knife Switches and Accessories
Anderson Oil Co Inc F E Portland
Trumbull Components Department, General
Electric Co Plainville

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Otis Woven Awning Stripes
The Falls Company Norwich

Outlets—Electric
General Electric Company Bridgeport

Ovens—Electric
Bauer & Company Inc Hartford

Oxidizing
Laurel Electro Plating Waterbury

Package Sealers
Better Packages Inc Shelton

Packaging Machinery
Colt's Manufacturing Company (box making
machinery. Trade mark "Rite Size") Hartford

Packing
Auburn Manufacturing Company The (leather,
rubber, asbestos, fibre) Middletown
Raybestos Division of Raybestos-Manhattan
Inc (Asbestos and Rubber Sheet) Bridgeport

Packaging & Packing
Mercer & Stewart Co The Hartford

Pads—Office
The Baker Goodyear Company New Haven

Padlocks
Sargent & Company New Haven
Waterbury Lock & Specialty Co The Milford
Yale & Towne Mfg Co Inc Stamford

Paints and Enamels
Staminate Corp The New Haven

Pants
Moore Special Tool Co (crush wheel dresser) Bridgeport

Panelboards—Lighting and Distribution
Distribution Assemblies Department, General
Electric Co Plainville

Panelyte
Leed Co The H A Hamden

Paperboard
Gair Company Inc Robert Montville
Robertson Paper Box Co Montville
New Haven Board and Carton Co New Haven

Paper Boxes
Atlantic Carton Corp (folding) Norwich
Gair Co Inc Robert (folding) Montville
National Folding Box Co Inc (folding) New Haven

Paper Boxes—Folding and Setup
New Haven Board and Carton Co The New Haven
Mills Inc H J Bristol
Robertson Paper Box Co (folding) Montville

Paper Clips
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia
(Adv.)

IT'S MADE IN CONNECTICUT

Paper Mill Machinery Farrel-Birmingham Company Inc Waterbury Tag Company The	Ansonia Waterbury
Paper Tags and Pin Tickets Sonoco Products Co (Climax-Lowell) Div	Mystic
Paper Tubes and Cores Parachute Cord Essex Mills Inc	Essex
Parallel Tubes Sonoco Products Co (Climax-Lowell) Div	Mystic
Parkerizing Clairglow Mfg Company	Portland
Parking Meters Rhodes Inc M H	Hartford
Passenger Car Sander Conn Telephone & Electric Corp Great American Industries Inc	Subsidiary of Meriden
Pattern-Makers Farrel-Birmingham Company Inc	Ansonia
Penlights Bridgeport Metal Goods Mfg Co	Bridgeport
Pet Furnishings Andrew B Hendrix Co The	New Haven
Pharmaceutical Specialties Ernst Bischoff Company Inc	Ivoryton
Phosphor Bronze American Brass Company The Bridgeport Brass Company Miller Company The (sheets, strips, rolls)	Waterbury Bridgeport Meriden
Phosphor Bronze Ingots Seymour Mfg Co The Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury
Phosphor Bronze Strips Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven
Photographic Equipment Whipple and Choate Company The Kalart Company Inc	Bridgeport Plainville
Piano Repairs Pratt Read & Co Inc (keys and action)	Ivoryton
Piano Supplies Pratt Read & Co (keys and actions, backs, plates)	Ivoryton
Pins CEM Company ("Spiral")	Danielson
Pin Up Lamps Verplex Company The	Essex
Pipe American Brass Co The (brass and copper) Bridgeport Brass Co (brass and copper) Chas Brass & Copper Co (red brass and copper) Howard Co (cement well and chimney)	Waterbury Bridgeport Waterbury New Haven
Pipe Fitters Hand Tools & Pipe Threading Machines Capewell Manufacturing Company	Hartford
Pipe Fittings Corley Co Inc Malleable Iron Fittings Co	Plainville Branford
Pipe Plugs Holo-Krome Screw Corporation The (counter-sunk)	West Hartford
Pipe Plugs—Socketed Holo-Krome Screw Corp The	West Hartford
Plastics B F Goodrich Sponge Products Division Humphrey Fabricating Corp (laminated, fabricated parts) Nauvau Chemical Division Rubber Co	Shelton Unionville United States Nauvau
Plastic Buttons Frank Parizek Manufacturing Co The Patent Button Co The	West Willington Waterbury
Plastic Gems Colt's Manufacturing Company	Hartford
Plastic Materials American Cyanamid Co (Molding Adhesives, Laminating Resins)	Compounds, Wallingford
Plastic Printing Plates Lockwood Sons Inc Wm H	Hartford
Plastics Machinery Black Rock Mfg Company The Farrel-Birmingham Company Inc	Bridgeport Ansonia
Plastic Molders Plastic Molding Corporation	Sandy Hook
Plastic Molding Butterfield, Inc T F U S Plastic Molding Corporation	Nauvau Wallingford
Plastic—Moulders Colt's Manufacturing Company Conn Plastics Waterbury Companies Inc Watertown Mfg Co The	Hartford Waterbury Waterbury Watertown
Plastics—Moulds & Dies Parker Stamp Works Inc The (for plastics)	Hartford
Plasticrete Bloc Plasticrete Corp	Hamden
Plates—Switch General Electric Company	Bridgeport
Platers Christie Plating Co City Plating Works Patent Button Co The Water Plating Company Chromium Process Company The (Chromium Plating only)	Groton Bridgeport Waterbury Waterbury Derby
Platers' Equipment Apothecaries Hall Company Conn Metalcraft Inc Lea Manufacturing Co The MacDermid Incorporated	Waterbury New Haven Waterbury Waterbury
Platers Metal Plume & Atwood Mfg Co The	Thomaston
Plating Christie Plating Co The (including lead plating) Conn Metal Finishing Co	Groton Hamden
Plating Processes and Supplies Enthone Inc United Chromium Incorporated	New Haven Waterbury
Plumbers' Brass Goods Bridgeport Brass Co Keeney Mfg Co The (special bends) Scovill Manufacturing Company	Bridgeport Newington Waterbury 48
Plumbing Specialties Risdon Manufacturing Co John M Russell Div	M Russell Nauvau
Pneumatic Machinery Bourne Tool & Die Co (built designed & tooled)	Watertown
Pole Line Hardware Malleable Iron Fittings Co	Branford
Police Equipment The Smith-Worthington Saddlery Co	Hartford
Polishing Mirror Polishing & Buffing Co	Waterbury
Polishing & Buffing General Polishing & Buffing	Bridgeport
Poly Chokes Poly Choke Company The (a shotgun choking device)	Tariffville
Postage Meters Pitney Bowes Inc	Stamford
Potentiometers—Electronic Bristol Company The	Waterbury
Power Rollers Consolidated Industries Inc Precision Investment Casting Gowin and Keleher Investment Casting Co	West Cheshire Middletown
Precision Machine Tool Spindles Whitton Manufacturing Co (for milling, grinding, boring & drilling)	Farmington
Precision Revolving Machinery Whitton Manufacturing Co	Farmington
Precision Springs & Wire Forms Rowley Spring Co Inc The	Bristol
Prefabricated Buildings City Lumber of Bridgeport Inc The	Bridgeport
Premium Specialties Waterbury Companies Inc	Waterbury
Preservatives—Wood, Rope, Fabric Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury
Press Papers Case Brothers Inc	Manchester
Presses Farrel-Birmingham Company Inc (Hydraulic)	Ansonia
Presses—Molding Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic)	Mystic
Presses—Power Waterbury Farrel Foundry & Machine Co The	Waterbury
Pressure Vessels Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) Whitlock Manufacturing Co The	South Norwalk Hartford
Printing Case Lockwood & Brainard A Division of Connecticut Printers Inc Finlay Brothers Heminway Corporation The Hildreth Press Hunter Press Lehman Brothers Inc Taylor & Greenough Co The T B Simonds Inc A D Steinbach & Sons The Walker-Rackliff Company	Hartford Hartford Waterbury Bristol Hartford New Haven Wethersfield Hartford New Haven New Haven
Printing Machinery Banthin Engineering Co (automatic) Thomas W Hall Company	Bridgeport Stamford
Printing Plates Lockwood Sons Inc Wm H	Hartford
Printing Rollers Chambers-Storck Company Inc The (engraved)	Norwich
Production Control Equipment Ripley Company Inc	Middletown
Production Welding Consolidated Industries	West Cheshire
Profilers Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Propellers—Aircraft Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks
Protective Coatings Harrison Company The A S (Waxes)	South Norwalk
Publishers O'Toole & Sons Inc The	Stamford
Pumps Yale & Towne Mfg Co The	Stamford
Pumps—Small Industrial Eastern Industries Inc	New Haven
Pump Valves Colt's Manufacturing Company	Hartford
Punches Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St	New Haven
Putty Softeners—Electrical Fletcher Terry Co The	Box 415 Forestville
Pyrometers Bristol Co The (recording and controlling)	Waterbury
Radiation—Finned Copper Bush Manufacturing Co G & O Manufacturing Company The	West Hartford New Haven
Radiators—Engine Cooling G & O Manufacturing Co Ratchet Offset Screw Driver Chapman Co J W	New Haven Durham
Rayon Staple Fiber Hartford Rayon Corp The	Rocky Hill
Reamers Pratt & Whitney Div Niles-Bement-Pond Co (All types)	West Hartford
Recorders Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
Reduction Gears Farrel-Birmingham Company Inc Snow-Nabstedt Gear Corp The	Ansonia New Haven
Refractories Howard Company Mullite Refractories Company The	New Haven Shelton
Refrigeration Bowser Technical Refrigeration Div Inc (high altitude, low temperature)	Terryville
Regulators Norwalk Valve Company (for gas and air)	South Norwalk
Research & Development Sorensen & Company Inc Raymond Engineering Laboratories (Electro-Mechanical)	Stamford Middletown
Resistance Wire C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport Stamford
Respirators Kanthal Corporation The American Optical Company Safety Division	Putnam
Retainers Hartford Steel Ball Co The (bicycle & automotive)	Hartford
Riveting Machines Grant Mfg & Machine Co The Ripley Company Inc H P Townsend Manufacturing Co The	Bridgeport Middletown Elmwood (Adt.)

IT'S MADE IN CONNECTICUT

Rivets		Safety Gloves and Mittens		Shaving Soaps	
Blake & Johnson Co The (brass, copper and non-ferrous)	Waterville	American Optical Company Safety Division	Putnam	J B Williams Co The	Glastonbury
Clark Brothers Bolt Co	Milldale	Safety Goggles		Shears	
Plume & Atwood Mfg Co The	Thomaston	American Optical Company Safety Division	Putnam	Acme Shear Co The (household)	Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport	Safety Switches		Shells	
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport	Trumbull Components Department, Electric Co	Plainville	Wolcott Tool and Manufacturing Company Inc	Waterbury
Rods		Saw Blades—Hack		Sheet Metal Products	
American Brass Company The (copper, brass, bronze)	Waterbury	Capewell Mfg Co The	Hartford	American Brass Co The (brass and copper)	Waterbury
Bridgeport Brass Company	Bridgeport	Saw Blades—Hack & Band		Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
Bristol Brass Corp The (brass and bronze)	Bristol	Capewell Manufacturing Company	Hartford	Charles Parker Co (sheet metal fabricators)	Meriden
Scovill Manufacturing Company (brass and bronze)	Waterbury 91	Saws, Band, Metal Cutting		Parsons Co Inc W A (fabricators)	Durham
Rollers—Bituminous Paving		Atlantic Saw Mfg Co	New Haven	Plume & Atwood Mfg Co The	Thomaston
Gabb Special Products Div E Horton & Son Company	Windsor Locks	Scissors		United Manufacturing Co Division of The W L Maxson Corp	Hamden
Roller Skate Wheels		Screens		Sheet Metal Stampings	
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford	American Brass Company The	Waterbury
Roller Skates		Screw Caps		American Buckle Co The	West Haven
Winchester Repeating Arms Company Division	New Haven	Weimann Bros Mfg Co The (small for bottles)	Derby	DooVal Tool & Mfg Inc The	Naugatuck
Rolling Mills & Equipment		Screw Machine Accessories		J H Sessions & Son	Bristol
Farrel-Birmingham Company Inc	Ansonia	Barnaby Manufacturing and Tool Co	Bridgeport	Plume & Atwood Mfg Co The	Thomaston
Fenn Mfg Co The	Newington	Screw Machines		Shipment Sealers	
Precision Methods & Machines Inc	Waterbury	H P Townsend Mfg Company The	Elmwood	Better Packages Inc	Shelton
Waterbury Farrel Foundry & Machine Co The	Waterbury	Screw Machine Products		Showcase Lighting Equipment	
Rolls		Apex Tool Co Inc The	Bridgeport	Wiremold Company The	Hartford
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia	Blake & Johnson Co The	Waterville	Signals	
Rope Wire		Consolidated Industries	West Chesire	H C Cook Co The (for card files)	Ansonia
American Steel & Wire Div of U S Steel	New Haven	Dependable Automatic Screw Co	Waterbury	Signs	
Rubber Chemicals		Eastern Machine Screw Corp The	New Haven	Berger Sign Co (neon electric-porcelain enamel-stainless steel)	Hartford
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Truman & Barclay Sis	Winsted	Silk Screen Printing	
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils)	Stamford	Fairchild Screw Products Inc	Hartford	Sirocco Screenprints	New Haven
Rubber—Cellular		Franklin Screw Machine Co The (up to 1½" capacity)	Waterbury	Silk Screening on Metal	
B F Goodrich Sponge Products Division	Shelton	Garthwait Mfg Co A E (up to and incl ½")	New Haven	Merriam Mfg Co (Displays and Specialties, to order)	Durham
Rubber Cutting Machinery		Greist Mfg Co The (Up to 1½" capacity)	New Haven	Sintered Metal Products	
Black Rock Mfg Company The	Bridgeport	Horberg Grinding Industries Inc (Heat treated and ground type only)	Bridgeport	Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
Rubber Printing Plates		Humason Mfg Co The	Forestville	Sizing and Finishing Compounds	
Lockwood Sons Inc Wm H	Hartford	Kerrin Company	West Haven	American Cyanamid Company	Waterbury
Rubberized Fabrics		Lowe Mfg Co The	Wethersfield	Slide Fasteners	
Duro-Gloss Rubber Co The	New Haven	National Automatic Products Company The	Berlin	G E Prentice Mfg Co The	Kensington
Rubber Footwear		Nelson's Screw Machine Products	Plantville	North & Judd Manufacturing Co	New Britain
Goodyear Rubber Co The	Middletown	New Britain Machine Company The	New Britain	Patent Button Co The	Waterbury
Rubber Gloves		New Haven Screw Machine Prods Inc (up to 1½" capacity)	Milford	Slings	
Seamless Rubber Company The	New Haven	Olson Brothers Company (up to ¾" capacity)	Plainville	American Steel & Wire Div of U. S. Steel	New Haven
Rubber—Handmade Specialties		Olson & Sons R P	Southington	Smoke Stacks	
Seamless Rubber Company The	New Haven	Peck Spring Co The	Plainville	Bigelow Company The (steel)	New Haven
Rubber—Latex Foam		Plume & Atwood Mfg Co The	Thomaston	Norwalk Tank Co The	South Norwalk
B F Goodrich Sponge Products Division	Shelton	Scovill Manufacturing Company	Waterbury 91	Soap	
Rubber Latex Compounds and Dispersions		United Screw Machine Co	Thomaston	J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck	Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport)	Waterbury	Special Machinery	
Rubber Mill Machinery		Screw Machine Tools		Boesch Mfg Co Inc	Danbury
Farrel-Birmingham Company Inc	Ansonia	American Cam Company Inc (Circular Form Tools)	Hartford	Black Rock Mfg Company The	Bridgeport
Rubber Products		Pratt & Whitney Div Niles-Bement-Pond Co (Reamers, Taps, Dies, Blades and Knurls)	West Hartford	Farrel-Birmingham Company Inc	Ansonia
Airex Rubber Prod Corp	Portland	Somma Tool Co (precision circular form tools)	Waterbury	Federal Machine & Tool Co	Bristol
Rubber—Molded Specialties		Screws		Fenn Mfg Co The	Newington
Airex Rubber Prod Corp	Portland	American Screw Company	Willimantic	H P Townsend Mfg Company The	Elmwood
Canfield Co The H O	Bridgeport	Atlantic Screw Works (wood)	Hartford	National Sheradizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford
Seamless Rubber Company The	New Haven	Blake & Johnson Co The (machine and wood screws)	Waterville	Swan Tool & Machine Co The	Hartford
Rubber Products—Mechanical		Bristol Company The (socket set and socket cap screws)	Waterbury	Special Parts	
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown	Clark Brothers Bolt Co	Milldale	Fenn Mfg Co The	Newington
Canfield Co The H O	Bridgeport	Eagle Lock Co The	Terryville	Greist Mfg Co The (small machines, especially precision stampings)	New Haven
Seamless Rubber Company The	New Haven	Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford	J H Sessions & Son	Bristol
Rubber—Reclaimed		Scovill Manufacturing Company	Waterbury 91	Spinnings	
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Superior Manufacturing Co The	Winsted	Gray Manufacturing Company The	Hartford
Rubbers		Screw—Sockets		Spline Milling Machines	
Naugatuck Chemical Div U S Rubber Co (special synthetic)	Naugatuck	Allen Manufacturing Company The	Hartford	Townsend Mfg Co The H P	Elmwood
Rubbish Burners		Bristol Co The	Waterbury	Sponge Rubber	
John P Smith Co The	423-33 Chapel St New Haven	Holo-Krome Screw Corp The	West Hartford	B F Goodrich Sponge Products Division	Shelton
Rust Preventives		Sealing Tape Machines		Spray Painting Equipment and Supplies	
Anderson Oil Co Inc F E	Portland	Better Packages Inc	Shelton	Lea Manufacturing Co The	Waterbury
Saddlery		Service Entrance Equipment		Spring Coiling Machines	
The Smith-Worthington Saddlery Co	Hartford	Trumbull Components Department, General Electric Co	Plainville	Torrington Manufacturing Co The	Torrington
Safety Clothing		Sewing Machines		Spring Presses	
American Optical Company Safety Division	Putnam	Greist Mfg Co The (Sewing Machine attachments)	503 Blake St New Haven	Townsend Mfg Co The H P	Elmwood
Safety Fuses		Morrow Machine Co The (Industrial)	Hartford	Spring Units	
Ensign-Bickford Co The (mining & detonating)	Simsbury	Singer Manufacturing Company The (industrial)	Bridgeport	Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport (Adv.)

IT'S MADE IN CONNECTICUT

Spring Washers Barnes Co The Wallace Div Associated Spring Corp Bristol	Storage Batteries R A E Storage Battery Mfg Co Glastonbury	Thread American Thread Co The Belding Hemingway Corticelli Max Pollack & Co Inc Wm Juhl Manufacturing Co Groton and Willimantic Mystic	Willimantic Putnam
Spring—Coil & Flat Barnes Co The Wallace Div Associated Spring Corp Bristol Bristol Spring Manufacturing Co Plainville Foursome Manufacturing Co Bristol Humason Mfg Co The Forestville Newcomb Spring Corp The Southington New England Spring Manufacturing Company Unionville Plainville	Straps, Leather Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown	Thread Chasers Geometric Tool Division, Greenfield Tap & Die Corp. New Haven	
Spring—Flat Barnes Co The Wallace Div Associated Spring Corp Bristol Bristol Spring Manufacturing Co Plainville Foursome Manufacturing Co Bristol Humason Mfg Co The Forestville	Structural Mouldings Leed Co The H A Hamden	Thread Gages Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	
Spring—Furniture Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport	Studio Couches Waterbury Mattress Co Waterbury	Thread Milling Machines Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	
Spring—Wire Barnes Co The Wallace Div Associated Spring Corp Bristol Bristol Spring Manufacturing Co Plainville Colonial Spring Corporation The Hartford Connecticut Spring Corporation The (compression, extension, torsion) Hartford Foursome Manufacturing Co Bristol Humason Mfg Co The Forestville D R Templeman Co (coil and torsion) Plainville J W Bernston Company (coil and torsion) Plainville Newcomb Spring Corp The Southington	Super Refractories Mullite Refractories Company The Shelton	Thread Rolling Machinery Hartford Special Machinery Co The Hartford	
Spring, Wire & Flat Autoyre Company The Oakville	Surface Metal Raceway & Fittings Wiremold Company The Hartford	Threading Machines Grant Mfg & Machine Co The (double and automatic) Bridgeport	
Stamped Metal Products American Brass Company The Waterbury	Surgical Dressings Acme Cotton Products Co Inc East Killingly Seamless Rubber Company The New Haven	Timers, Interval A W Haydon Co The Waterbury H C Thompson Clock Co The Bristol R W Cramer Company Inc The Centerbrook Rhodes Inc M H Hartford	
Stamps Hoggsan & Pettis Mfg Co The (steel) 141 Brewery St New Haven Parker Stamp Works Inc The (steel) Hartford	Surgical Rubber Goods Seamless Rubber Company The New Haven	Timing Devices A W Haydon Co The Waterbury R W Cramer Company Inc The Centerbrook Rhodes Inc M H Hartford Seth Thomas Clocks Thomaston United States Time Corporation The Waterbury	
Stampings C & H Mfg Co Inc Watertown Donahue Mfg Co Inc Watertown DooVal Tool & Mfg Inc The Naugatuck Foursome Manufacturing Co Bristol Plume & Atwood Mfg Co The (small) Thomaston Stanley Pressed Metal New Britain	Switches—Electric General Electric Company Bridgeport	Timing Devices & Time Switches A W Haydon Co The Waterbury Lux Clock Manufacturing Company Waterbury M H Rhodes Inc Hartford	
Stampings—Small Acme Shear Co The Bridgeport Barnes Co The Wallace Div Associated Spring Corp Bristol Bristol Spring Manufacturing Co Plainville Greist Manufacturing Co The New Haven Humason Mfg Co The Forestville	Swaging Machinery Fenn Mfg Co The Hartford Hartford Special Machinery Co The Hartford	Tinning Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury Wilcox-Crittenden Div North & Judd Mfg Co Middletown	
Stationery Specialties American Brass Company The Waterbury	Switchboards Distribution Assemblies Department, General Electric Co Plainville	Tools Hoggsan & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven	
Steel Stanley Works The (cold rolled strip) New Britain	Switchboards Wire and Cables Rockbestos Products Corp (asbestos insulated) New Haven	Tool Chests Vanderman Manufacturing Co The Willimantic	
Steel Castings Farrel-Birmingham Company Inc Ansonia Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron) Hartford Valleable Iron Fittings Co Branford Nutmeg Crucible Steel Co Branford	Synthetic Resins American Cyanamid Co (Textile Resins, Paper Resins) Waterbury	Tool & Dies C & H Mfg Co Inc Watertown Lambro Tool-Die & Mfg Co Bridgeport Metropolitan Tool & Die Hartford Moore Special Tool Co Bridgeport Swan Tool & Machine Co The Hartford	
Steel—Cold Rolled Spring Barnes Co The Wallace Div Associated Spring Corp Bristol	Tabulating Equipment—Manual Denominator Company Inc Woodbury	Tool, Dies, Jigs & Fixtures O.S.A. Manufacturing Co Plainville Otterbein Co J A Middletown Riverside Mfg Co Inc The New Haven	
Steel—Cold Rolled Stainless Ulbrich Stainless Steels Wallingford Wallingford Steel Company Wallingford	Tags Waterbury Tag Company The (Paper and Cloth) Waterbury	Tools, Fixtures, Gauges Fredericks Tool Co J F West Hartford	
Steel—Cold Rolled Strip and Sheets American Steel & Wire Div of U S Steel New Haven Detroit Steel Corporation New Haven Wallingford Steel Company Wallingford	Tanks Bigelow Company The (steel) New Haven Norwalk Tank Co The South Norwalk Rolock Inc (Alloy) Fairfield Storts Welding Company (steel and alloy) Meriden	Toroidal Winding Machines Boesch Mfg Co Inc Danbury	
Steel Goods Merriam Mfg Co (sheets products to order) Durham	Tape Russell Manufacturing Company The (woven cotton and woven glass tape) Middletown	Tools, Dies & Fixtures Geo S Scott Mfg Co The Wallingford Gong Bell Co The East Hampton N N Hill Brass Co The East Hampton Waterbury Companies Inc Waterbury	
Steel—Hot Rolled Strip Northeastern Steel Corp Bridgeport	Tapes—Industrial Pressure Sensitive Seamless Rubber Company The New Haven	Tramways American Steel & Wire Div of U S Steel New Haven	
Steel Rolling Rules Waterbury Lock & Specialty Co The Milford	Tape Recorders Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden	Transformers Berkshire Transformer Corp The New Milford Dano Electric Company Winsted	
Steel Strapping Stanley Works The New Britain	Tape Recorder Magazines Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden	Trucks—Commercial Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport	
Stereotypes New Haven Electrotype Div Electrographic Corp New Haven	Tap Extractors Walton Company The West Hartford	Trucks—Industrial George P Clark Co Windsor Locks	
Stop Clocks, Electric H C Thompson Clock Co The Bristol	Taps Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Trucks—Lift Excelsior Hardware Co The Stamford George P Clark Co Windsor Locks	
	Tarred Lines Brownell & Co Inc Moodus	Trucks—Skid Platforms Excelsior Hardware Co The (lift) Stamford	
	Telemetering Instruments Bristol Co The Waterbury	Tube Bending Donahue Mfg Co Inc Watertown	
	Telephone Answering & Recording Machines Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden	Tube Clips H C Cook Co The (for collapsible tubes) Ansonia 32 Beaver St Weimann Bros Mfg Co The (for collapsible tubes) Derby	
	Testers—Insulation McNeal J D New Haven	Tube Fittings Scovill Mfg Co ("Uniflare") Waterbury	
	Testers—Insulation Wire & Cable Davis Electric Company Wallingford	Tubers Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic (Advt.)	
	Testers—Non-Destructive Sperry Products Inc Danbury		
	Textile Machinery Morrow Machine Co The 2814 Laurel St Hartford		
	Textile Mill Supplies Ernst Bischoff Company Inc Ivoryton		
	Textile Printing Gums Polymer Industries Inc Springdale		
	Textile Processors American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville		
	Thermometers Bristol Co The (recording and automatic control) Waterbury Manning Maxwell & Moore Inc Stratford		
	Thermostats Bridgeport Thermostat Company Inc (automatic) Bridgeport		
	Thin Gauge Metals Plume & Atwood Mfg Co The Thomaston Thinsheet Metals Co The (plain or tinned in rolls) Waterbury		

IT'S MADE IN CONNECTICUT

Tubes—Collapsible Metal

Sheffield Tube Corp The New London

Tubing

American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scoville Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Flexible Metallic

American Brass Co Metal Hose Branch Waterbury

Tubing—Heat Exchanger

American Brass Company The Waterbury
Scovill Manufacturing Company Waterbury 91

Tumbling Barrels

Henderson Bros Co The Waterbury

Tumbling Equipment & Supplies

Tumbling Sales & Service Company Greenwich

Tumbling Service

Tumbling Sales & Service Company, Esbec
Tumbling Division Meriden

Typewriters

Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

Typewriters—Portable

Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford

Typewriter Ribbons and Supplies

Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford and Bridgeport

Ultrasonic Processing Equipment

General Ultrasonics Co The Hartford

Underclearer Rolls

Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers

American Thermos Bottle Co Norwich

Vacuum Cleaners

Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valves

Norwalk Valve Company (sensitive check valves) South Norwalk

Valve Discs

Colt's Manufacturing Company Hartford

Valve—Automobile Tire

Bridgeport Brass Company Bridgeport

Valves—Radiators Air

Bridgeport Brass Company Bridgeport

Valves—Relief & Control

Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief

Manning Maxwell & Moore Inc Stratford

Vanity Boxes

Bridgeport Metal Goods Mfg Co Bridgeport

Plume & Atwood Manufacturing Co

Thomaston

Varnishes

Staminite Corp The New Haven

Vegetable Peelers

Colt's Manufacturing Company Hartford

Velvets

American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington
Leiss Velvet Mfg Co Inc The Willimantic
Velvet Textile Corporation The (Velveteen) West Haven

Venetian Blinds

Findell Manufacturing Company Manchester
Jennings Company The S Barry New Haven
New England Shade & Blind Co Inc Durham

Venetian Blind Tape

Russell Manufacturing Company The (woven cotton and woven plastic) Middletown

Ventilating Systems

Colonial Blower Company Plainville

Vertical Shapers

Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Vibrators—Pneumatic

Branford Co The (industrial) New Haven

Vises

Charles Parker Co The Meriden
Fenn Manufacturing Company The (Quick Action Vises) Newington
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Washers

American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Blake & Johnson The (brass, copper & non-ferrous) Waterville

Washers (Continued)

Clark Brothers Bolt Co Milldale
Humphrey Fabricating Corp Unionville
Plume & Atwood Mfg Co The (brass & copper) Thomaston
J H Rosenbeck Inc Torrington
Saling Manufacturing Company (made to order) Unionville

Washers—Felt

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Watches

E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Heaters

Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric

Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene

Holyoke Heater Corp of Conn Inc Hartford

Waxes

Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor

Fuller Brush Co The Hartford

Wedges

Saling Manufacturing Company (hammer & axe) Unionville

Welding

Farrel-Birmingham Company Inc Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

Welding—Lead

Storts Welding Company (tanks and fabrication) Meriden

Welding Rods

American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Bristol Brass Co The (brass & bronze) Bristol

Wheels—Industrial

George P Clark Co Windsor Locks

Wicks

Anburn Manufacturing Company The (felt, asbestos) Middletown
Holyoke Heater Corp of Conn Inc Hartford

Wiffle Ball

Wiffle Ball Inc The New Haven

Window & Door Guards

Hartford Wire Works Co The Hartford
Smith Co The John P New Haven

Window Shades

New England Shade & Blind Co Inc Durham

Wiping Cloths

Federal Textile Corporation New Haven

Wire

American Brass Company The Waterbury
American Steel & Wire Div of U S Steel New Haven
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The (hair spring) North Haven
Bridgeport Brass Company (brass and silicon bronze) Bridgeport
Bristol Brass Corp The (brass & bronze) Bristol
Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
Platt Bros & Co The (zinc wire) Waterbury
P O Box 1030 Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable

General Electric Company (for residential, commercial and industrial applications) Bridgeport
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wire Arches & Trellises

Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Baskets

Wiretex Mfg Co Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth

Hartford Wire Works Co The Hartford
C O Jelliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Rolock Inc (Alloy) Fairfield
Smith Co The John P New Haven

Wire Drawing Dies

Waterbury Wire Die Co The Waterbury

Wire Dipping Baskets

Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Formings

Autoyre Co The Oakville
G E Prentice Mfg Co The Kensington
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Turner & Seymour Manufacturing Co The Torrington
Essex

Wire Forms

Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Templeman Co D R Plainville

Wire Goods

American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions

Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Products

Clairglow Mfg Company Portland
Humason Mfg Co The Forestville
Plume & Atwood Mfg Co The (to order) Thomaston

Wire Reels

A H Nilson Mach Co The Bridgeport

Wire Rings

American Buckle Co The (pan handles and tinner's trimmings) West Haven
Humason Mfg Co The Forestville
Templeman Co D R Plainville

Wire Rope and Strand

American Steel & Wire Div of U S Steel New Haven

Wire Shapes

Bridgeport Chain & Mfg Co Bridgeport

Wire—Specialties

Andrew B Hendryx Co The New Haven

Wooden Boxes

Wallingford Planing Mill Co Inc Yalesville

Wood Handles

Salisbury Cutlery Handle Co The (for cutlery & small tools) Salisbury

Wood Scrapers

Fletcher-Terry Co The Forestville

Woodwork

C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woven Felts—Wool

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns

Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) Unionville
Aldon Spinning Mills Corporation The (finewoolen and specialty) Taletown
Ensign-Bickford Co The (Jute-carpet) Simsbury

Zinc

Platt Bros & Co The (ribbon, strip and wire) Waterbury
P O Box 1030


Zinc Castings

Newton-New Haven Co Inc 688 Third Ave
West Haven (Adv.)



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and
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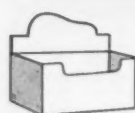
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Telephone ATwater 8-4808

MAIN PLANT: LEOMINSTER, MASS.

The Annual Sales Conference— A Three-Way, Year Round Project

(Continued from page 18)

to forget. Pick men at random who have attended your meeting and ask them what happened the day before—not in generalities, but specific detailed points. You'll be surprised at the answers. But your follow-up work will help them—and you—to get more out of it.

You should prepare an overall outline high-spotting everything that happened at the meeting, setting forth very clearly every detail and every idea that you wanted the salesmen to carry away. Every salesman should get a copy of this outline.

Decisions made at the meeting, plans made, promises given—these should all be carried out. They should also be summarized in writing and sent to all salesmen.

Salesmen should have written guidance for passing-on the subject matter of the meeting to their customers and prospects. It isn't enough to merely hope that they will make the proper effort. Mailings to salesmen every one or two weeks should stress the need of constant effort to realize the plans and hopes of the meeting.

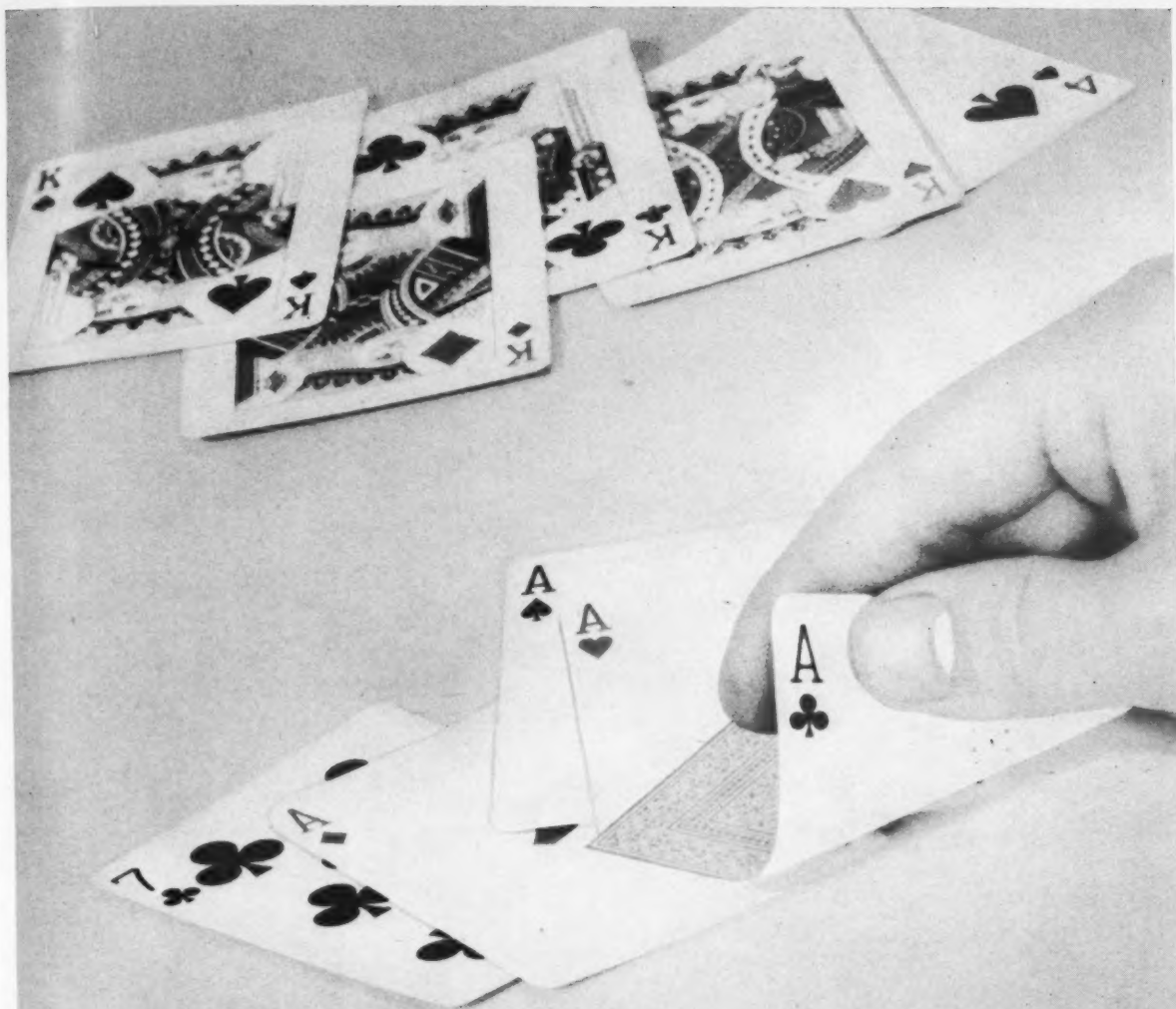
Letters of thanks should go out promptly to all outside speakers and all inside participants. Also a cordial letter to all salesmen, thanking them for their participation, wishing them a safe return and a successful year. These little personal touches help to keep the morale engendered by the meeting alive and to pave the way for enthusiastic cooperation another year.

The trade should be advised that you have brought your field men together for a general sales meeting to acquaint them with new product developments, market surveys and other matters of importance. Point out that the sales force will have a real message for the trade and will be better able to serve.

"Before the Meeting" and "At the Meeting" your new campaign is in the planning stage. What you do "After the Meeting" is to put your plans into action. How you do it, how completely and actively you follow through on your good plans, determines how much value and benefit you get from your sales conference.

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The difference that counts

Stakes are high in business.

But you have an ace in the hole—if your advertising agency can give you complete and expert service in marketing counsel.

To do this, an agency must be capable of researching a company's problems in distribution, merchandising, sales promotion and public relations.

Remsen men and women who plan national advertising campaigns for clients also work on market research, distribution analyses, field surveys and public relations projects of those clients.

This is the only way that profitable advertising campaigns can be created and followed through. Advertising produced any other way is likely to be as costly as a second-best poker hand.

If your advertising costs — and you want it to pay — we would like to talk with you. The help that this agency can give may well be the difference that counts for you.

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